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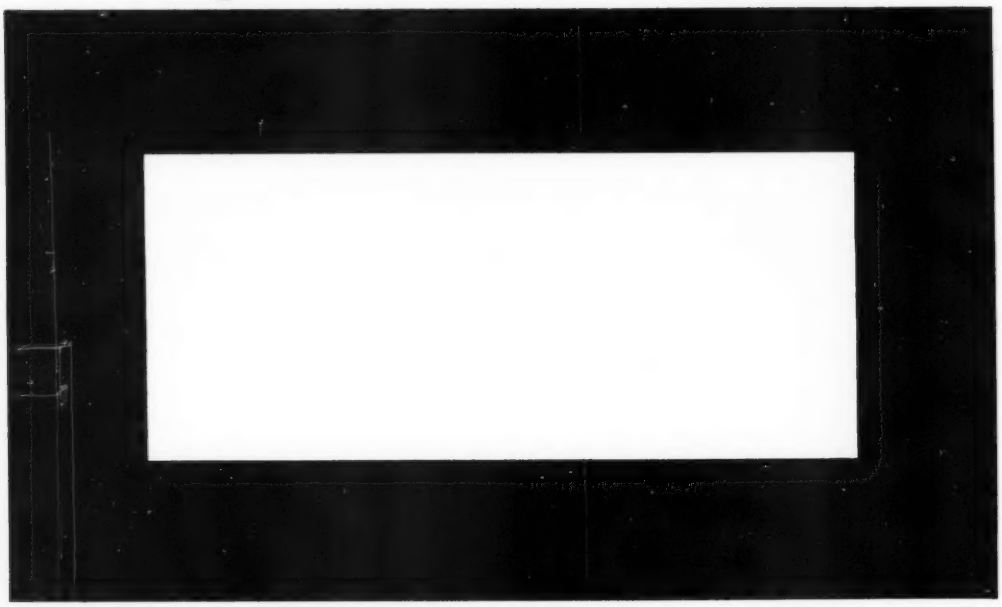

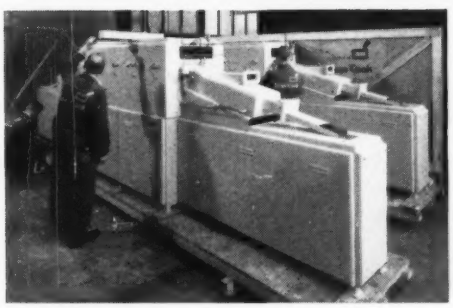

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Front cover photograph

The new Dennis high-performance fire engine, powered by Rolls-Royce 235 b.h.p. petrol engine and Allison fully automatic transmission, combines exceptional acceleration, a high top speed and traditional Dennis handling qualities with unrivalled ease of driving control, allowing rapid progress through congested streets as well as along open roads both at home and abroad. Two have been sold to Johannesburg recently, fitted with open-style bodywork.

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All in all, Lea & Perrins are more than satisfied with the service they get. As a spokesman for the firm said: *'I don't know what we'd do without Export Intelligence'*.

The Export Service Bulletin

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The Board of Trade has recently issued three new Export Handbooks—*'Services for British Exporters'*, *'ECGD Credit Insurance and Financial Support Services'* and *'Organisation for Overseas Marketing'*. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, U.K. Publicity Section, the Board of Trade, 1 Victoria Street, London, SW1.

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Devaluation: a tremendous opportunity for exports

—The Prime Minister

The announcement that the £ was to be devalued by 14.3 per cent, the Bank Rate increased to 8 per cent, and other changes, was issued by Mr. James Callaghan, Chancellor of the Exchequer, on Saturday evening, November 18. The Chancellor's statement is given below, together with the text of the television broadcast by Mr. Harold Wilson, the Prime Minister, on November 19 and the Chancellor's statement in Parliament on November 20. The statements emphasize the opportunities that will be created for increasing United Kingdom exports. The effects of devaluation were also debated in Parliament on November 21 and 22. On November 21 Mr. Anthony Crosland, President of the Board of Trade, opened the debate for the Government. Mr. Peter Shore, Minister for Economic Affairs, wound up the first day's debate. On November 22 the Ministerial speakers were the Prime Minister and the Chancellor.

Text of the changes

Following is the statement by the Chancellor of the Exchequer on November 18:

'The Government have decided that, in order to achieve a substantial surplus on the balance of payments consistent with economic growth and full employment, the exchange rate of the £ should be lowered, from 9.30 p.m. tonight, Saturday, November 18, from $2.80 to the £ to $2.40 to the £, a change of 14.3 per cent.

'This change brings with it fresh opportunities – but at a heavy cost. The main opportunity is that our exporters should be able to sell more goods overseas such as motor vehicles and tractors, ships, aircraft, chemicals, textiles and much else. But if we are to derive the full benefit from it we must reduce the growth of demand by consumers at home in order to shift the use of our resources to exports and import saving. We need an improvement in our balance of payments of at least £500 million a year, and the Government intend to ensure that this is achieved.

'The banks are, therefore, being asked to limit bank advances except, of course, to priority borrowers, especially exporters.

'Bank Rate is being raised to 8 per cent immediately.

'From midnight tonight the hire purchase regulations on the sale of cars at home will require a minimum deposit of 33⅓ per cent and a maximum repayment period of 27 months.

'The Government propose to curtail public expenditure in the following ways. Defence expenditure will be reduced by over £100 million next year. Except in development areas, the extra amount received by manufacturers in the SET premium will be withdrawn, thus saving over £100 million. Other public expenditure, including nationalized industries capital expenditure will be reduced by £100 million. The export rebate, now costing just under £100 million a year, will be abolished, since it will no longer be necessary.

'The major disadvantage of the change in the exchange rate is that it will cause a rise in certain prices, though this will not happen all at once. It is essential that price increases should be confined to those unavoidable cases brought about by increased import costs. It is essential, equally, to ensure that these price increases do not result in large wage claims and settlements, for such action would mean that industrial costs would go up once more and the competitive benefits of devaluation would be frittered away. The Government are, therefore, entering into immediate discussions with the TUC and the CBI in order to ensure that the operation of the agreed policy on prices and incomes measures up to the requirements of the new situation.

'A strict watch will be maintained on dividends; and it is proposed to raise the rate of Corporation Tax, due to be fixed in the next Budget, to 42½ per cent.

'It is the Government's firm intention to take, at the right time, the steps that will be needed in order to protect the most vulnerable sections of the community from hardship resulting from the change in the exchange rate.

'In accordance with the rules of the International Monetary Fund the change in our exchange rate has been notified to the Fund, who have concurred. We have made a formal application to the IMF for an immediate stand-by of $1.4 billion and have been assured that this application will receive prompt and sympathetic consideration. Further credit arrangements have already been made with a number of overseas Central Banks which together with the new IMF stand-by, if approved, will provide new resources of around $3 billion.

'By Royal Proclamation to be submitted to the Queen in Council tomorrow the Banks in the United Kingdom will be closed to the public on Monday, November 20. Bank staffs should report for duty as usual. The Stock Exchanges will also be closed on Monday.'

Prime Minister's broadcast

Following is the text of the broadcast by the Prime Minister on Sunday evening, November 19:

'Since the Cabinet, last Thursday, took its unanimous decision it has been impossible for me to speak to you because of the need for secrecy while this tremendous international monetary operation was being carried through. Now I can tell you why we have taken this action and, more important, what it means.

'Because we had to maintain silence there have inevitably been rumours, some of them very strong, that we were taking a different course. It would have been possible to ride out this present tide of foreign speculation against the £ by borrowing from Central Banks and Governments abroad, Banks and Governments to whom I pay tribute for their help and co-operation over these past years.

'In our view it would have been irresponsible to go on dealing with these successive waves of speculation by borrowing for short periods at a time, without attacking the root cause of the speculation. Failure to attack the root cause would have meant trying to borrow, this time, in conditions in which our creditors abroad might well insist on guarantees about this or that aspect of our National policies.

'Last weekend the Government decided we were not prepared to accept any solution which placed rigid limitations on the ability of our people and Government to solve our problems by our own exertions; that we could not accept restrictions on our National growth, on industrial expansion, on our determination to achieve and maintain full employment.

'We are determined to break out from the strait-jacket which has constricted us, under successive Governments for 15 years, a strait-jacket which meant that every time we tried to solve our problems by expanding production, by mobilizing the efforts and skill of our people on the basis of full employment, the immediate result was a desperate trade and payments deficit.

'The deficit we inherited three years ago, over £800 million, was itself the result of an attempt by our predecessors to fight their way out of this dilemma by an unrestrained boom. For three years

DEVALUATION, *continued*

we have fought, and it was our duty to fight, to overcome that deficit, and to maintain the external value of sterling. No one could doubt, at home and abroad, our determination to win through. No one will under-rate what we have had to do in that fight. Nor the heavy price we have paid. And have had to ask the country to pay.

'By our policies, by the efforts of our people, we had reduced that deficit last year to less than a quarter. Our exports had risen at about double the rate of the past few years and we were all set to get into balance, indeed surplus, this year. But there was never enough margin to meet the change and chance of world events. Nor to guarantee the repayment of the vast borrowing we had incurred to pay for the deficit we found on taking office.

'I am not going to go into all the details of the events which this year have once again put us in the red – the heavy cost to our trade and payments of the war in the Middle East, the temporary disruption of our exports by the dock strikes. Tonight is not the time to attribute blame – to the policies of the last Government or this Government, to unofficial strikers, to the manoeuvring of speculators at home and abroad.

'But above all we had to face this. Exports, even our increasing exports, could not earn enough to meet the successive waves of speculation against sterling. Time was needed to restructure and modernize our industries, to build up our trade – and this we have been doing at a rate at about double that previously achieved – to cut down our overseas defence commitments too. That time was denied us. Whenever Britain ran into short-term difficulties some sold sterling in a panic, while others gambled against us in the hope of a quick gain. And all this, even though our basic position was showing a steady improvement. Take the seamen's strike last year. There was a tidal wave of pressure on the £ and yet, grievous though that strike was, it did not prevent us over the year as a whole from reducing our deficit to less than £200 million against the £800 million deficit we took over two years earlier. Even so, we had to take the measures of July 1966.

'The problem is this: we, Britain, are a major trading country, and like any business firm our financial position depends on how much we sell to others. But because we are also an international bank, and because sterling is an international currency, it is subject to speculative attacks for short-run reasons which have nothing to do with Britain's trading position.

'Our decision to devalue attacks our problem at the root; and that is why the international monetary community have rallied round with a display of formidable strength to back the operation. This backing is, of course, to deter the speculators, not for us to live on. That is why it does not involve unacceptable conditions.

'Tonight we must face the new situation. First what this means. From now the £ abroad is worth 14 per cent or so less in terms of other currencies. It does not mean, of course, that the £ here in Britain, in your pocket or purse or in your bank has been devalued.

'What it does mean is that we shall now be able to sell more goods abroad on a competitive basis. This is a tremendous opportunity for all exporters, and for many who have not yet started to sell their goods overseas.

'But it will also mean that the goods we buy from abroad will be dearer and so, for many goods, it will be cheaper to buy British. One of the great problems we in Britain have had over these past five or six years has been the great increase year by year in imports of goods manufactured abroad. Farm production, too, will be stimulated and will be able to do more to replace food imported from abroad.

'Saving – imports, and still more the export drive, will mean that industrial production will go up. Many industries and firms now working below capacity will have a chance to get into full production. This means more work – including jobs in the development areas, because we intend to be ruthless in diverting new enterprise to those areas. But all this at a cost – for a time.

'The needs of the export drive will mean that we have got to shift £500 million of our national output into exports, and import-saving. That is why we are tightening the control on bank lending except for priority borrowers such as exporters.

'Bank rate is being raised to 8 per cent for as long as is necessary. Hire purchase has been tightened on cars, an industry which can now go out and get an immediate boost to its exports. We are cutting back public expenditure. We are making further sharp cuts in Defence spending, effective in this coming year. There will be cuts in the capital expenditure programmes of some of the publicly-owned industries, and the other cuts in public expenditure the Chancellor announced last night. But the priority programmes of housing, school building and hospital building will be safeguarded in all these measures, and the job of bringing work to development areas will be given a still higher priority.

'I have said that imports will cost more, and this means higher prices over a period for some of our imports including some of our basic foods. It is vital that price rises are limited to those cases where increased import costs make this unavoidable. Our people will not tolerate traders who are not affected by import costs trying to cash in by unjustifiable price increases. We shall keep a very tight watch on prices and we shall use the powers we have under the Prices and Incomes Act.

'It is just as vital that any prices that do go up are not used as an excuse for excessive wage demands. That would simply increase our export costs and this would cut into the benefit our export industries have now got; with all that would mean for trade and at the end of the day for employment. The Government for our part, in addition to our policy for prices will keep a strict watch on dividends. The Corporation Tax on profits is to be increased. We will do everything in our power to create the climate in which an effective prices and incomes policy can be pursued by those whose job it is.

'And this must mean rents. The Government have decided to refer to the National Board for Prices and Incomes certain council rent increases. We are particularly after those cases where the increases seem exceptionally steep and provocative. It is the duty of the Government to ensure by special measures that when burdens have to be borne those who are liable to be hardest hit are protected. Your Government will fulfil that duty.

'This has been a hard decision and some of its consequences will themselves be hard, for a time. But now the decision has been taken we – all of us together – must make a success of it. We must take with both hands the opportunity now presented to us. Our exporters, industrial managers, our salesmen – and what a chance they've got now – workers in every industry, our scientists and engineers, our designers, the professionals responsible for our invisible earnings are now on their mettle. Any who fail through laziness or self-seeking, any who frustrate the work of others by unofficial strikes will imperil the right of all our people to work, the right to work not only for themselves, but for the nation.

'I have told you what led to this decision. I told you the alternative which we could have sought and why we rejected that alternative. This is a proud nation. As I have said we have the chance now to break out from the strait-jacket of these past years. We're out on our own now. It means putting Britain first.'

Changes in hire purchase and hiring controls

THE BOARD OF TRADE have made the Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 9) Order, 1967, No. 1703. The effect of this is to increase the minimum deposit payable in respect of hire purchase or credit sale agreements for cars and goods vehicles (other than three-wheelers), entered into on or after November 19, 1967, from 25 per cent to 33⅓ per cent, and to reduce the maximum period for repayment of the balance from 36 to 27 months.

The Board of Trade have also made the Control of Hiring (Amendment No. 7) Order, 1967, No. 1702, which increases the advance rentals or charges payable before a hiring agreement for a car or goods vehicle (other than a three-wheeler) from 26 to 36 weeks. The Order applies to hiring agreements entered into on or after November 19, 1967.

The hire purchase and hiring restrictions on other goods have not been changed.

Copies of the relevant Orders, SI 1967, No. 1703 and SI 1967, No. 1702, can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, price 3d. each (or by post 6d. each from HMSO, PO Box 569, London, S.E.1).

Chancellor's statement in Parliament

Mr. Callaghan, Chancellor of the Exchequer, in his statement on November 20 about the measures announced by the Government during the weekend said: 'This change in the value of the £ will, of course, have the effect that the things we buy from abroad will cost us more and things we sell abroad will become cheaper for people overseas to buy.

'This has both advantages and disadvantages. On the credit side there will be substantial help to our balance of payments.

'On the other hand, because we shall need to pay higher prices for some of our imports, we must expect in the coming months a small but noticeable rise in prices. There will be no need for all prices to rise and the Government intend to maintain a careful check on the movement of prices in the coming months to ensure that there are no unnecessary increases.

'Because some rise in prices is inevitable, the Government will take at the right time the steps that may be necessary to protect the most vulnerable sections of the community from hardship.

'This will not be done by increasing overall demand but by bringing about, in a non-inflationary manner, the required redistribution of purchasing power for the benefit of those who are worse off and who would otherwise suffer.

'The advantage of devaluation is that it sharpens our competitive edge. From now on it will be markedly cheaper for overseas customers to buy British exports. This offers us a great opportunity to increase our overseas sales.

'The moment has now come for all manufacturers, designers, salesmen to cash in on the entirely new and favourable conditions which the change in the exchange rate has created in overseas markets. This opportunity needs to be exploited with vigour.

'This is an advantage that we must keep. It could be frittered away if delivery dates were not kept, quality was not up to standard, and large wage claims were made and conceded, which would have the effect of increasing the cost of our goods. This remains true despite rising prices. Where there are large and genuine increases in productivity this can be reflected in wage bargaining.

'The Government have already begun consultations with the TUC and the CBI on the existing prices and incomes policy, to ensure that it measures up to the needs of the new situation. As I said in my statement on Saturday, a strict watch will be maintained on dividends.

'The primary purpose of this change in the rate is to enable this country to secure lasting and substantial improvement in its balance of payments – of at least £500 million a year. Such a change round would have a profoundly beneficial effect on all aspects of our policy: on our foreign policy, our standing in the world, and our prospects for securing economic growth and full employment.

'But it would all be dissipated if the inevitable rise in prices were matched by a general increase in wage rates.

'This is what I meant in July when I said: "Those who advocate devaluation are calling for a reduction in the wage levels and the real wage standards of every member of the working class of this country".

'The position is this. Without devaluation, during the course of 1968 personal consumption would have gone up, we estimate, by 3 per cent but we would have had a substantial – and unacceptable – balance of payments deficit.

'As I see the situation developing after devaluation, the bulk of the increase in personal consumption that would have taken place will be transferred to exports and we shall get rid of the deficit. That is the price we shall have to pay.

'When we come to 1969 we should be able to afford a rise in personal consumption and this will be coupled with a continuing improvement in the balance of payments. Then we shall begin to feel the benefit of the action we have now taken.

'Devaluation will start to reduce unemployment, as soon as our exports begin to increase and the exporting industries call for more workers. I expect to see unemployment moving down steadily from the end of the winter onwards.

'This will not, of course, deal by itself with the problem of regional unemployment where it is caused by structural changes in our traditional industries. And it follows in this, as in a number of other ways, that the Government's policy for strengthening the regions, Scotland, and Wales must continue and be intensified.

'We are out for export-led growth. The purpose of this devaluation is to shift the emphasis of production towards exports.

'I emphasize that this is a shift in the use of our resources, and that the reductions in public expenditure and private consumption are intended to make that shift possible, and are not deflationary. They will not reduce total production.

'Indeed, as exports go on rising so total production will increase.

'As regards public expenditure, the Government are cutting the expected rate of growth by £400 million. Details were given in the statement issued.

'As regards defence, we are satisfied that the reduction of £100 million in the budget planned for next year can be made within the framework of the defence policies announced last summer.

'The cuts will involve the cancellation of certain programmes, a reduction in research and development expenditure, certain building cuts, and a reduction in stocks, although there will be some offsetting transitional expenditure and an increase in sterling terms in the cost of purchases overseas and the pay of troops.

'The Government have decided that there should be curtailment in the capital expenditure programmes of the nationalized industries together with other public expenditure of £100 million a year. In the totals which we will achieve there is no padding and no credit for expected short falls in expenditure. Final details will be announced in due course.

'The International Monetary Fund has concurred in the devaluation. Moreover a number of other important countries have expressed their understanding of the necessity of the decision, and many have already announced that they will not be altering the value of their own currencies.

'The very fact that a movement in the value of sterling causes this worldwide reassessment of the position of individual countries is a measure of the deliberation that must precede the taking of such a step by this country.

'The new rate of $2.40 gives us a substantial competitive advantage without leading other countries to follow us. In this sense the operation of last week has already got over its first hurdle. The Government particularly appreciate the understanding reaction of a number of sterling area countries, the value of whose holdings of sterling has now been reduced in terms of foreign exchange.

'Another heartening factor has been the willingness of a number of Governments and central banks to come forward with offers of credit facilities.

'These facilities are not a loan to us. They are not intended for us to live on, nor do we intend to use them for that purpose. They have been assembled as an indication that the international monetary centres of the world are united with us in their determination to put an end to speculation against one of the world's key currencies.

'A further reinforcement will be the standby of 1.4 billion dollars for which we have applied from the International Monetary Fund, and the total financial resources for this purpose will therefore be around 3 billion dollars.

'It was with great personal regret that I came to the conclusion that it was necessary for me to recommend devaluation as an act of policy to the Cabinet last week. But the change having been made, and the new parity having been fixed, I believe that the House as a whole will agree that, provided we are ready to pay the cost, we have a great opportunity to improve our position, to expand our exports rapidly, and achieve a strong surplus with a fully employed economy. That is the Government's purpose.'

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page* 1254 *of November* 17 *issue.*)

Board of Trade's activities in export market research

—Sir Richard Powell

THE BOARD OF TRADE'S activities in the field of marketing research were outlined on November 14 by Sir Richard Powell, Permanent Secretary of the Board of Trade, speaking in London at the dinner of the Industrial Marketing Research Association. 'The Board need no conversion to the concept of marketing,' said Sir Richard, 'and have in recent years devoted much time, thought and money to promote it by all the means available to us.

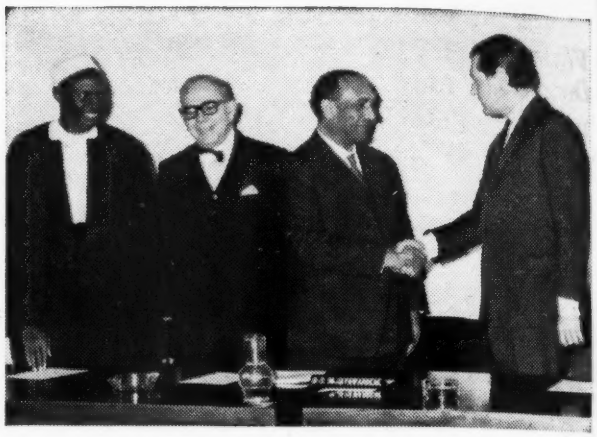
The Permanent Secretary said that for the past two years the Board of Trade had made a substantial financial contribution to the courses for younger industrialists that the National Marketing Council had organized in America and Europe. 'Neither we nor the Council could claim that these short courses can give those taking part in them more than a superficial knowledge,' he said. 'Their value lies much more in the exposure to an environment in which marketing is the basis of all industrial and commercial operations than in the instruction they provide. The financial help that we have provided was intended to prime the pump, and we now believe that it has been sufficiently primed to enable it to carry on under its own power, though we shall, of course, continue to give strong moral support until it is clear that the process of indoctrination has been fully established. At the same time, we have been developing contacts with the business schools, in whose courses at all levels marketing plays a central and essential part.'

The Permanent Secretary then referred to the financial support the Board of Trade had given to a scheme for co-operative market research in overseas countries, run by the British National Export Council in parallel with the programme of inward and outward trade missions. The missions scheme had been a great success, but 'the scheme for market research has not been nearly so successful. This may be because market research carried out on behalf of a whole industry or a substantial sector of an industry cannot go deep enough to be of real value to individual firms. We should be very willing to go as far as international rules permit in helping to finance co-operative research of a more intensive kind which could be followed up by privately commissioned market research on behalf of individual firms which could start where the co-operative research had left off and so cost the individual firm less than if it had itself had to begin at the beginning.

'Thirdly,' pointed out Sir Richard, 'the Board of Trade impinge upon your Association's interests in a somewhat different way through their work on consumer protection. I have here particularly in mind the problems which sometimes face us over expenditure by industry on advertising and promotion. A recent example of this was the report of the Monopolies Commission on the supply of detergents. The Commission recommended a reduction in prices and a still heavier reduction in expenditure on advertising and promotion. The Board of Trade worked out with the producers a plan for the introduction of cheaper and less heavily promoted brands which would be sold in competition with the most heavily promoted brands. There has not yet been enough time to judge how this experiment is going, but we are following it with the closest interest. In the meantime we have commissioned some basic research work into advertising and promotion about which we felt, after studying the Commission's Report, that we knew too little to form any firm judgments. When this work has been done we shall hope to take our thinking about problems of oligopoly and the phenomenon of competition through product quality and promotion rather than through price further than we feel justified in doing in our present state of knowledge.'

The Permanent Secretary's fourth point concerned intelligence and statistics. He said that the problem was how far it was right for the Government to go in providing intelligence and at what point the industry or firm should take over. In general, as far as exports were concerned, the Board of Trade would go as far as practicable without directly subsidizing individual firms. 'We have greatly developed our coverage and the strength of the Export Services Branch has increased very considerably over the past few years,' said Sir Richard. 'Its staff has trebled since I came to the Board of Trade, and the number of inquiries it handles each day has risen from less than 1,000 in 1960 to approaching 3,000 a day at the present time. We have also very much expanded the services provided by commercial posts overseas.'

'In the statistical field,' continued the Permanent Secretary, 'we accept the need for adapting the statistics required for the Government's own purposes of economic forecasting and assessment so that they are as valuable to industry as they can be made. I think it is fair to say that already there is close co-operation in this field between industry and Government. We are ready and willing to continue this process of adaptation, and any industry that considers that the present system is defective has only to approach us to receive a sympathetic response.'



Mr. Anthony Crosland, President of the Board of Trade (right), greets members of the mission of Ministers from Developing Countries (UNCTAD) at the Board of Trade in London recently. They are, from left, Alhaji Ali Monguno, Commissioner for Trade and Industry of Nigeria; Senator A. Palacio-Rudas, Colombian representative at the International Coffee Organization and leader of the mission HE the Hon. J. R. Jaywardene, Minister of State for Ceylon. The mission was in the United Kingdom to talk about the UNCTAD II meeting in New Delhi from February 1 to March 25 nex year.

Speaking of the wider problems of statistical coverage of industrial activities, the Permanent Secretary said that the Board of Trade was seeking ways to avoid the long delays in publishing the results of large-scale statistical operations such as the censuses of production and distribution. 'We have already gone a good way in supplementing these five-yearly events by developing short-term monthly or quarterly statistics, and we are now examining the feasibility of setting up the censuses on a running basis with more or less continuous publication of results,' he said. 'The Board of Trade and Ministry of Labour are also working on setting up a central register of industrial establishments in order to furnish a common basis for related inquiries.

'As a final word on this subject of statistics I should like to underline that to produce good statistics two things are necessary. The first is willingness on the part of the collecting departments of the Government. That exists. The second is the full co-operation of industry. This calls for a willingness on the part of experts in industry to work out precisely what they need and to consider with the Government how they can best be met.

'It also requires that industrialists should work through their trade associations to convince their industry generally that something valuable can be achieved if all will co-operate. We cannot secure the necessary promptness and accuracy of returns simply by exercising statutory powers. One needs to remember that while, perhaps, 5,000 firms use statistics, the number who have to provide them is about 50,000. Finally, those concerned with marketing must do all they can to persuade their colleagues who have laid upon them the chore of filling in the figures and who are undoubtedly hard-pressed by other responsibilities, that filling in the figures does really fulfil a useful business function.'

BEAMA conference discusses exports

IN AN introductory message for the annual conference organized by the British Electrical and Allied Manufacturers Association (held in London on November 8 and 9) for the publicity managers of Britain's electrical industry, the Association's president, Sir Arnold Hall, called for further improvement in export performance. Although over £420 million of electrical products were exported last year against some £220 million imported, the import of electrical goods was rising at a faster rate.

Sir Arnold said that the industry's marketing and publicity staffs could make a major contribution to improving export performance and he welcomed the sessions on world marketing.

Visits by British Overseas Commercial Representatives during the period December 1967 to February 1968

THE FOLLOWING COMMERCIAL Diplomatic Officers are expected to be in this country during the next three months.

IVORY COAST Abidjan	W. H. LAMPORT Second Secretary (Commercial)	January 1968	In present post since 1965
JORDAN Amman	G. W. HOPCROFT First Secretary (Commercial)	January/February 1968	do.
NIGERIA Lagos	E. BENNETT Second Secretary (Commercial)	February 1968	do.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate Office for Northern Ireland, were listed at page 1254 of the *Board of Trade Journal* of November 17, 1967). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Visit of Canadian Trade Minister

MR. WINTERS, Canadian Minister of Trade and Commerce, called on Mr. Anthony Crosland, President of the Board of Trade, on November 20.

Mr. Winters has crossed the Atlantic to attend the Ministerial meeting of the 24th Session of GATT. He is taking the opportunity to visit London to discuss with British Ministers matters of mutual interest.

This will be the first meeting between Mr. Winters and Mr. Crosland as Mr. Winters was not in Canada when the President visited Canada a few weeks' ago.

BAEC and overseas markets

AT THE FIRST annual general meeting of the British Agricultural Export Council in London on November 14, the chairman, Mr. Rudy Sternberg, stressed that the Council's activities covered the whole range of the agricultural industry in relation to world-wide markets, and that it aimed at being the industry's means of expression in all aspects of the export field when required, either collectively or on behalf of individuals. 'We aim to bring together interests which are complementary,' he said, 'and it is in this collective action that the Council has most to offer, with its appeal to countries operating centralized planning and buying systems.'

Britain's contribution under Colombo Plan

BRITAIN'S TECHNICAL AID under the Colombo Plan, comprising the provision of training facilities, the supply of experts and equipment, has amounted to £19,500,971 since July 1, 1950, to June 1967, according to the latest Annual Report (1966-67) of the Colombo Plan Council for Technical Co-operation in South and South-East Asia.

The Report released in Colombo on November 10 records that in 1966-67 alone Britain spent £2,453,242, i.e. £888,257 on trainees; £1,271,748 on provision of experts, and £293,237 on scientific equipment to institutions in the region. These figures do not include aid given by Britain under the Colonial Development and Welfare Acts and for Educational Co-operation in the Commonwealth.

Twenty British girl typists began work at Rangoon's Inya Lake Hotel on November 21 when delegates from 24 nations assembled for the Colombo Plan Consultative Committee's meeting. The Government of Burma is the host for this meeting, which lasts until December 8, and asked the British Government for assistance in manning the Secretariat. The Ministry of Overseas Development found 15 of its typists, and the other five are from the Treasury Typing Pool. They will be 'chaperoned' by Miss Pat McGee, an official of the East Asia Department of the Ministry of Overseas Development.

EFTA leaflets

THIRTY THOUSAND leaflets reminding businessmen of the benefits of industrial free trade in the European Free Trade Association are being distributed by the Board of Trade's EFTA Information Centre. These emphasize the need for exporters to be familiar with the agreed procedures for claiming EFTA treatment for their goods, and refer to the detailed advice which they can get from the Board of Trade's *EFTA Compendium for the Use of Exporters* (published by HMSO) and other sources.

Copies of the leaflet can be obtained from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479).

Notes:

On December 31, 1966, the seven member countries of EFTA removed almost all their remaining protective import duties on industrial goods of EFTA origin. At the end of this year Finland, an associate member, will remove hers.

British exports to EFTA countries, including Finland, account for about 15 per cent of total British exports, and have increased by over 90 per cent in the period 1959-1966.

Import of carcinogenic substances prohibited

THE MINISTRY of Labour announce that an Order in Council* prohibiting the importation into the United Kingdom of certain chemicals which can give rise to cancer and of any materials using these compounds, was made on November 13 and was published on November 22.

The substances concerned are beta-naphthylamine, benzidine, 4-aminodiphenyl, 4-nitrodiphenyl and their salts and any substance or article containing any of these compounds.

The order is complementary to the Carcinogenic Substances Regulations 1967 which were made on June 16 this year to prohibit the manufacture and use in this country of these particular chemicals. It has been known for a number of years that these substances, which can be used in the rubber, chemical, paint and dyestuffs industries, can cause cancer and their manufacture in this country had ceased before the regulations were made. There is, however, still a possibility that they are being imported and the new Order will deal with this contingency.

The prohibition does not apply in any case where these compounds may be present as a by-product of a chemical reaction in any substance where the total concentration does not exceed one per cent.

HM Chief Inspector of Factories has power in specified circumstances to grant exemption from the prohibition, which he will exercise by the issue of Import Licences. One such instance is where the material is to be used in connection with medical or scientific research.

The Order comes into operation on December 9, 1967.

*The Carcinogenic Substances (Prohibition of Importation) Order 1967, S.I. 1967, No. 1675, HMSO, price 8d.

QR year saved £50 million

QUALITY AND RELIABILITY YEAR was a success, but it could have been more successful, Sir James Steel, chairman of the British Productivity Council, told a conference in London on November 16.

The conference was held to report on the results and lessons of Q and R Year.

Sir James said that it was impossible accurately to measure the precise degree of success; in any case, much of the Year's achievement would show in the months to come – the results of action taken during QRY would continue in the future.

'But,' said Sir James, 'we do have figures supplied and vouched for by a cross-section of the 8,000 or so companies which took an active part in QRY. These are predominantly in the manufacturing and process industries and cover 40 per cent of their work force. These figures are given in the report. They imply that total savings on quality costs (scrap, rework, etc.) by all the 8,000 firms involved in QRY have been at a rate of at least £50 million a year.'

Sir James said that a national target was not suggested at the outset of QRY because of the varying circumstances of companies and the lack of a common basis for measurement. What was proposed was that, based on previous surveys of British and Continental industries, it was an overall objective to save 1 per cent saved of gross turnover. In manufacturing industry alone this would total £100 million in a year.

'QRY has proved that such an achievement is practicable.' He added that it had been done by concentrating on prevention, the costs of appraisal (defining where the faults lie) and scrap, could be cut by as much as 5 per cent of gross turnover. There was ample evidence of this from the surveys by the European Organisation for Quality Control and the National Council for Quality and Reliability, and it was now further confirmed in the reports from individual companies.

'Reduction in costs of scrap, rectification – putting right what went wrong – and waste material, feature in almost every report received; one firm's saving is as high as 80 per cent of its previous quality costs – this is a small company employing 120 – and several range from 25 per cent to 50 per cent,' added Sir James.

'Proof enough that the campaign was fully justified financially.

'There are other invaluable benefits. Involvement of everybody in a firm – from top management to the office and the shop floor.

'Company after company remarks on increased interest in the job. Evidence of this is the impressive rise in suggestions received, the majority from the shop floor. Hundreds of thousands of ideas for improving quality and reliability have been put forward, bringing cash rewards for the suggesters. One firm has had a 500 per cent increase in suggestions, and another 400 per cent. This could not have happened without vastly increased interest by workers at all levels.

'Another benefit is "the ripple effect" created by companies which are large buyers of materials and/or components. Many more of these are now demanding quality assurances from their suppliers, thus spreading the effectiveness of the QR Year campaign.

'They apply vendor rating – grading suppliers according to the quality and reliability of their product – so that time and money are saved on inspection of incoming supplies. If the supplier's QR falls below a set minimum, he loses the contract.

Sir James said that the customer might not be always right, but he was all important in a world which was today a buyers' market. QR helped to ensure that what he got was right for the job, at the right price and at the right time.

'Where did QR Year not succeed as much as it might have done?' Sir James asked. 'Obviously, complete success would have brought 100 per cent participation. In this imperfect world only an incorrigible optimist would have expected that. But there are still far too many companies – we estimate between 6,000 and 8,000 – not applying QR methods as well and as profitably as they might. We hope the results outlined in this report will help to persuade the doubters.

'The QRY campaign has demonstrated (and I hope those who sometimes knock British industry will note it) that the progressive firms in Britain are well up in front by any standard. But, as the report points out: "Even the most advanced companies have been surprised by the possibilities revealed by their QR campaigns."

Mr. Geoffrey Samways (left), a 43-year-old acceptance inspector of St. Peter's Avenue, Lincoln, has won £370 for an idea in the employees' suggestion scheme operated by Ruston-Bucyrus Limited, the crane and excavator makers. Suggestion schemes have been a highlight of Quality and Reliability Year. Illustration also shows Mr. F. T. Hartland, managing director of Ruston-Bucyrus, who congratulated Mr. Samways on his initiative and said that his proposal will save the company £3,700 per year. 'We introduced an improved suggestion scheme at the start of Quality and Reliability Year (October 20, 1960). To date we have received over 1,480 employee suggestions – 14 times our highest annual total under the previous scheme,' said Mr. Hartland.

Much of the interest and action during QRY was initiated by the 100 QR study groups of local productivity associations throughout England, Scotland and Wales. Membership of these groups varies from 25 to 300, and they are not composed exclusively of quality control engineers or inspectors. Management and shop floor are represented, and they discuss not only production aspects, but also the invaluable "by-products" such as involvement and better industrial communications. They are ideas exchanges of QR experience which cannot be provided in any other way.

'The BPC, which organized QRY in association with NCQR, has 27 QR seminars scheduled between now and the end of May; there are special publications and films to explain and demonstrate how QR works – and the benefits. Other organizations such as professional bodies, trade associations and trade unions, are operating similarly in their own fields.'

Ten guiding principles towards 'getting ourselves firmly recognized as the most progressive country in the world in QR' were given by Lord Kings Norton, speaking as president of the National Council on Quality and Reliability at the end of the discussion on the QRY report.

He said these principles for 'the way ahead' were: (i) greater involvement of those concerned at every level; (ii) more realistic warranties as evidence of a manufacturer's confidence in his products; (iii) closer appraisal of the costs of defects and unreliability; (iv) greater use of supplier quality assurance and vendor rating; (v) methods of ensuring deliveries at the scheduled time; (vi) inclusion of QR in the examination syllabuses of more professional bodies; (vii) greater attention by industrial bodies to ways in which they can help their members, e.g., by devising sampling schemes for use throughout their industries, and by setting up industry-wide inspection or test centres; (viii) incorporation of QR methods in all training courses and recognition of their basic importance by Training Boards; (ix) greater use of local QR groups which have been set up all over the country for the co-operative study of technical problems; and (x) research into improved QR methods to keep pace with new materials and new techniques.

Further details about the report on QR Year are obtainable from the British Productivity Council, Vintry House, Queen Street Place, London, E.C.4.

BNEC Annual Report

THE SECOND annual report of the British National Export Council was published on November 21.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective references shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 8, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.23	6-Dimethylaminomethyl-2, 5-xylenol hydrochloride (—OH at 1)	2-(N.N. Dimethyl amino methyl)-3, 6-dimethyl phenol HCl	December 31, 1968	13103
29.25	*N*-(Butoxymethyl) acrylamide	N-Butoxymethyl acrylamide	December 31, 1968	13108
29.34	Tributyltin fluoride	As in previous column	December 31, 1968	13109
29.35	2-Carbamoyloxymethyl-1-methyl-5-nitroimidazole	1-methyl-2-carbamoyloxymethyl-5-nitroimidazole	December 31, 1968	13099
	11-(3-Dimethylaminopropylidene)-6,11-dihydrodibenz [b, e] oxepin hydrochloride	N, N-Dimethyldibenz b, e oxepin-11(6H)-propylamine hydrochloride, cis and trans mixture	December 31, 1968	13102

Applications for reimposition of duty

THE BOARD OF TRADE, Tariff Division, have received an application for the reimposition of import duty as from December 30 on the following item which is at present temporarily exempt from duty.

Tariff 5 heading	Description	Reference
29.35	2-Chloro-4, 6-di (diethylamino)-1, 3, 5-triazine	630

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the infomation at present before them it is not their intention to refer the following four proposed mergers to the Monopolies Commission under the provisions of that Act:

1. Dunford & Elliott (Sheffield), Ltd., and Hadfields, Ltd.
2. Phonographic Equipment Co. Ltd. and Ruffler & Walker, Ltd.
3. Glaxo Group Ltd. and BDH Group Ltd.
4. J. Compton, Son and Webb (Holdings) Ltd. and James Smith (Derby) Ltd.

Carriage Insurance Co. Ltd.

THE BOARD OF TRADE withdrew on November 17 the direction made on October 27, 1967, requiring the Carriage Insurance Company Limited, of Thavies Inn House, Holborn Circus, London, E.C.1, to cease taking on new motor vehicle insurance business. The circumstances of the Company have changed since that date, and it now appears to the Board no longer necessary for the restriction subsisting by virtue of that direction to continue in force. The withdrawal of the direction means that the Company can now resume taking on new policy-holders and renewing existing policies.

Certainly the most unusual and luxurious Leyland double-decker ever produced, this new coach of Cityrama Ltd. is now proving a major attraction to tourists in Portugal's capital, Lisbon. It is 39 ft. long and there is a courier on each deck. Passengers can make a choice between listening to soft music during the tour or a commentary in any one of eight languages.

Council of Industry for Management Education

THE FOLLOWING have accepted invitations from the President of the CBI acting also on behalf of the British Institute of Management and the Foundation for Management Education, to become members of the Council of Industry for Management Education (CIME): Chairman, Mr. John Partridge (Imperial Tobacco). Members, Mr. J. O. Blair-Cunynghame (Royal Bank of Scotland), Mr. John Bolton (formerly Solatron Electronic Group), Mr. G. S. Bosworth (English Electric), Mr. G. A. H. Cadbury (British Cocoa and Chocolate Company), Mr. E. J. Callard (ICI), Mr. David Ducat (Metal Box), Mr. Derek Ezra (National Coal Board), Mr. D. J. Mann (Unilever), Mr. H. S. Mullaly (BP), Mr. J. W. Platt (Shell Transport and Trading), Sir Leslie Rowan (Vickers), Mr. L. M. Spalton (Sterling Winthrop), Sir Reginald Verdon-Smith (Bristol Aeroplane Company).

CIME has been given the following terms of reference by the CBI, BIM and FME on behalf of British industry:

> 'to conduct a continuing survey of the progress of management education and training in the United Kingdom, taking account of both needs and resources; and to make recommendations on future development.'

The Secretary of the Council is Mr. J. F. Sinclair. Its office is for the time being at the Shell Centre, Downstream Building, London, S.E.1 (Tel. 01-934 1234, Ext. 2102)).

£1,800 prizes in international competition

A COMPETITION for written papers dealing with the extensions of the use of particle board has been organized – on the occasion of its 10th Anniversary in 1968 – by the European Federation of Associations of Particle Board Manufacturers (FESYP).

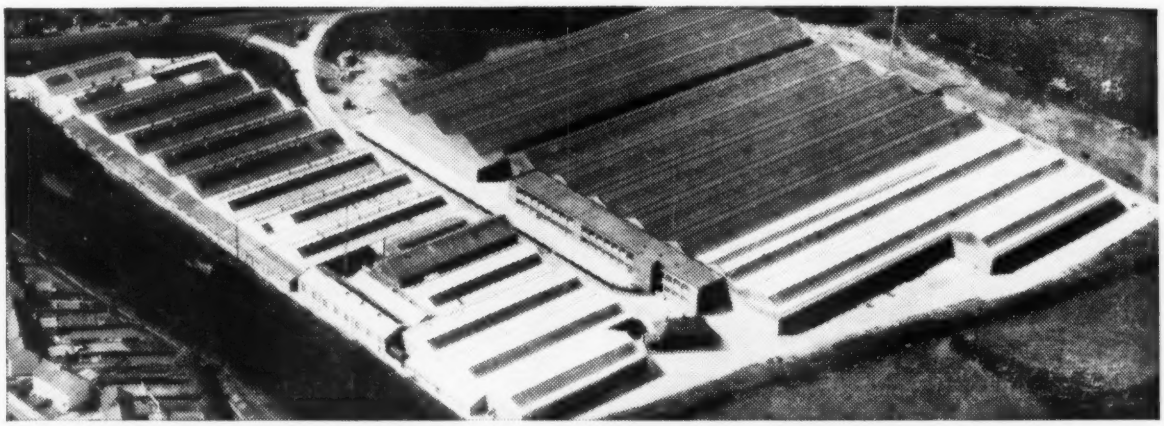
The competition is open to technicians handling the manufacture and applications of particle board, engineers, civil engineers, architects, scientists, economists and students. Members of the staff of FESYP members can also take part – provided they have obtained permission from the management of their company. Prizes total £1,800.

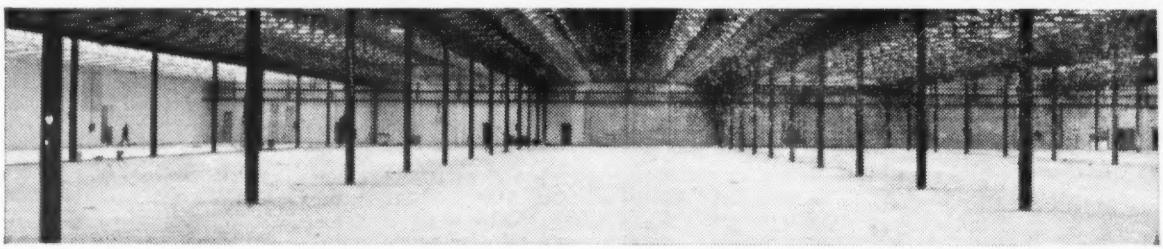
Further details of the competition and rules can be obtained from the Commercial Department of the British Plastics Federation, 47-48 Piccadilly, London, W.1.

New chairman of Fibres Federation

MR. C. H. COLTON, was elected Chairman of the British Man-made Fibres Federation at the annual meeting on November 14. He recently retired as a director of Courtaulds but continues to serve the company in an advisory capacity. He is chairman of British Celanese Ltd., and a director of the French company Courtaulds SA. He is also chairman of the Man-made Fibres Producers' Committee as well as a member of the Textile Council.

Freehold Modern Factory Complex
for Sale or Lease
Londonderry, Northern Ireland





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Modern Government Factories in Northern Ireland

MODERN, fully-serviced factory accommodation constructed to a high specification has long been recognized by the Northern Ireland Government to be one of the essential ingredients of a successful industrial development programme. Total factory space provided by the Ministry of Commerce now exceeds 10 million square feet, making it one of the largest building agencies in the United Kingdom. Much of the space included in this total represents factories built with the special requirements of particular projects in mind: but the advance factory, constructed to a standard plan, has been an important element in the Ministry's building programme. The theory behind the construction of such factories is that the accommodation requirements of a wide range of manufacturing processes are broadly similar, and that it is possible to build factories of a standard type ahead of demand for allocation to firms as opportunity arises. More than 50 firms have moved into advance factories in Northern Ireland in recent years, making products as widely varied as aircraft seats, medical goods and packaging materials. Recent additions to the list include the Brunswick Corporation (from the United States), Albert Stübbe Ltd. (from Germany) and the Molins Machine Company Ltd. (from Great Britain).

The advance factory building programme includes factories in the range 18,000 square feet to upwards of 70,000 square feet. Factories are built at locations where labour and service requirements can be met, and with the ample space for extension which experience has shown to be necessary. It is the Ministry's policy always to have available a number of factories of varying size, thus ensuring that firms requiring premises at short notice can be sure of finding accommodation in Northern Ireland. At the present time 13 factories of varying size are ready for occupation in various parts of Northern Ireland, including four factories of 18,000 square feet, five of 30,000 square feet, one of 50,000 square feet and three of 70,000 square feet or more.

In the vicinity of Belfast, the capital city and major port of Northern Ireland, a factory of 110,000 square feet is available in the Castlereagh district. At Adelaide, on an industrial site in the inner suburbs, two factories, one of 50,000 square feet and the other of 70,000 square feet, are ready for occupation. Two other factories are ready in the Dunmurry area, where firms already in production include Grundig, Wandleside Warren Wire Company and Dunellen Ltd., and a further large factory is available on the Carnmoney Industrial estate on the northern fringe of Belfast.

Factories are also available at Londonderry, Northern Ireland's second largest city, and at other centres including Craigavon, the new city for which a population of 100,000 by 1981 is expected.

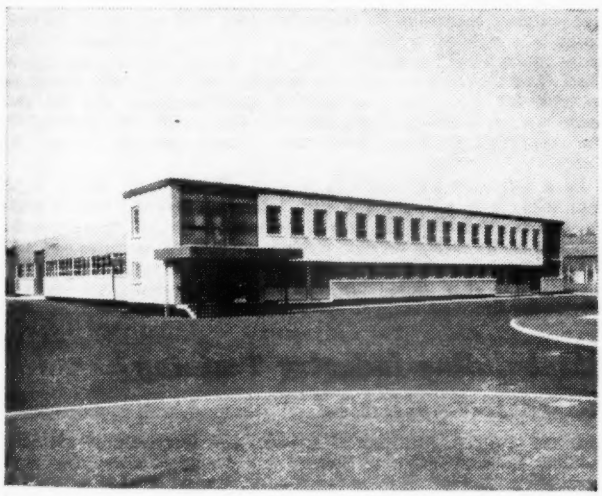
The Ministry's building programme is so organized to ensure that advance factories are constantly coming forward to the stage of completion. At the present time factories totalling fully three quarters of a million square feet are either in course of construction or at the planning stage. Among the centres represented in this list is Londonderry, which is earmarked for several additional factories, one of which has already been allocated to Thomas French Ltd., of Manchester.

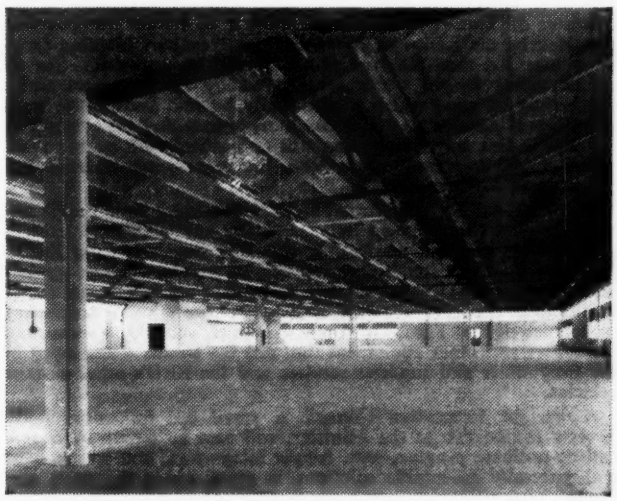
The rents charged for these factories vary from 1s. 6d. to 2s. 9d. per square foot, depending on the locality, but where the employment offered by a particular project, or the type of production involved, is regarded as being of special interest to Northern Ireland, a concession rent, with a rent-free period of two years can be offered. A firm can generally negotiate, if it so wishes, the purchase of Government-built premises on a repayment basis. Industrial premises in Northern Ireland are derated to the extent of 75 per cent.

The allocation of a Government factory is normally part of a package deal including grants on plant and machinery which at the present time may be as high as 50 per cent. Financial assistance can take several forms and can be tailor-made to the requirements of a particular project. Help is also available by way of fuel subsidies, allowances for the transfer of key workers and grants towards the cost of training labour, if this should prove necessary.

Unemployment among men is especially severe in Northern Ireland. The Ministry of Commerce is accordingly prepared to offer its best terms to projects which involve a high proportion of male employment. Another point which influences the Ministry's offer is whether the product to be manufactured will help to diversify the local enonomy, and also the location within Northern Ireland selected for the project.

Further information about facilities in Northern Ireland may be obtained from the Ministry of Commerce, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488), or from the Ulster Office, 11 Berkeley Street, London, W.1 (Tel. 01-493 0601).





Left: An advance factory of 18,000 sq. ft. in area at Magherafelt, Co. Londonderry, and (right) the interior of a 30,000 sq. ft. advance factory at Lurgan, Co. Armagh.

Engineering unit for N. Ireland

RADIATION LTD. are to establish an engineering and special purpose equipment undertaking at Antrim, Northern Ireland, it was announced in Belfast on November 14. The main purpose will be to provide facilities to any of the Radiation companies in Great Britain. Employment is expected to build up to over 50 and will include mainly skilled engineering craftsmen. The Ministry of Commerce has already started work on an 18,000 sq. ft. factory for the company, who expect the unit to be in operation by the middle of next year.

Oil refiners move to West Lothian

A FIRM OF oil refiners and blenders, Walker's (Century Oils) Limited, of Stoke-on-Trent, is to establish a depot on West Lothian County Council's Whitehill Industrial Estate at Blackburn.

Work is expected to begin almost immediately on the first part of a three-phase development by the company who plan to acquire a 1.3-acre site on the estate.

Rationalization of freight transport

GOVERNMENT proposals for the rationalization of freight transport and for the integration of freight services in the public sector are set out in the Ministry of Transport White Paper on 'The Transport of Freight' published on November 16 (HMSO, CMD No. 3470, price 2s. 9d.).

'The Government recognizes that the flexibility which road transport offers means that this sector must continue to play a vital and indeed a dominant role in the service which the transport industry provides to the community,' says the White Paper. 'Because of the changes that are taking place in the type of service which industry needs, the dependence on road transport is increasing and will continue to increase. But the growing pressure on road space, together with technological changes on the railways themselves, emphasize the importance of making the fullest economic use of the railways where, in their modernized form, they can give an efficient service and can save road space and congestion costs.

The Government's freight policy, it says, has six main objectives – to offer the customer a more efficient service in the public sector, including a comprehensive efficient and more economic door-to-door road/rail service, facilitating and exploiting the use of containers; to eliminate wasteful and inefficient competition between publicly-owned road and rail services for the same traffic; to reorganize structure and management, adopting new techniques and co-ordinating investment; to promote transfer of all suitable traffic from congested roads on to the railways; to improve the safety and efficiency of road haulage by means of a modern and effective system of carrier licensing and improved control of drivers' hours; and to secure the willing co-operation of transport workers in these developments by associating them more closely with managements at all levels.

The White Paper comes down against the creation of a new national transport authority, on the lines of the former British Transport Commission. Such a body would have to divide its energies between solving the major financial and organizational problems on the railways and planning an efficient freight service; and valuable time would be lost.

So the Government proposes to set up a National Freight Corporation, as a free-standing body directly responsible to the Minister of Transport for the integration of freight services now provided by the Railways Board and the Transport Holding Company over the same field of traffic. It will be responsible for all public sector freight traffic moving wholly by road and traffic originating by road which moves partly by rail, leaving the Railways Board responsible for traffic (mainly bulk freight) originating by rail. In this way, integration will be concentrated on the areas where it will be most productive – the general merchandise and parcels and sundries fields.

The National Freight Corporation will take over from the Transport Holding Company all its general and specialist road haulage services and shipping services. It will take over from the British Railways Board its freightliner services, its freight sundries services and all the railway road cartage services. This will mean transferring to the NFC all the road haulage and the shipping subsidiary companies of the THC, the assets – depots, vehicles, warehouses, containers and other equipment (but not the trains) – employed in the freightliner and sundries services and the BRB's other cartage vehicles.

A Freight Integration Council, a small but influential body directly responsible to the Minister, will also be set up to review and co-ordinate progress with freight integration, and will seek to find generally acceptable solutions in cases where the BRB and the NFC have failed to reach agreement.

The White Paper says that radical changes are needed in our system of carrier licensing, which no longer serves effectively any of the purposes for which it was designed. The Government accordingly proposes a new system adapted to present-day needs. The main features of this are:

(a) complete exemption from any form of carrier licensing of goods vehicles not exceeding 30 cwt. unladen weight;
(b) a system of 'quality' licensing applicable to all goods vehicles over 30 cwt. unladen weight, designed to improve road safety; and
(c) a system of 'quantity' licensing limited to goods vehicles over 16 tons gross weight (roughly equivalent to 5 tons unladen weight), designed to promote the fullest economic use of rail transport where suitable services are available.

The exemption of vehicles under 30 cwt. will release 900,000 vehicles, mostly light delivery vans on local runs, from carrier licensing altogether, and concentrate the new system on the 600,000 heavier vehicles.

The 'quality' licensing system will provide strong disciplinary powers against any operators who put unsafe vehicles on the road, and will include the introduction of a transport manager's licence. Under this arrangement, someone in each undertaking who is personally responsible for the safe day-to-day operation and general maintenance of the vehicle fleet would be required to hold a licence which could be withdrawn in case of default. Eventually the Government hopes to be able to hand over the administration of transport managers' licensing to a separate professional body organized and supported by the industry itself.

The Government proposes to limit quantitative control over road haulage to all goods vehicles of more than 16 tons gross weight engaged in hauls of over 100 miles, or carrying certain specified bulk materials, such as coal and crude iron and steel, over both long and short distances. Applications for 'quantity' licences will have to be made to one of the independent licensing authorities, and will be open to objection only by the Freightliner Company of the NFC or British Railways. The sole basic for objection will be that rail (or the combined road/rail service of the NFC) could provide a service overall as satisfactory as that of the applicant, taking into account a combination of speed, reliability and cost in relation to the needs of the consignors and the nature of the traffic.

Since the use of heavy lorries means that roads have to be built to higher constructional standards than otherwise and have to be maintained more frequently and expensively, the Government has decided that, in addition to the contribution that all vehicles already make to general revenue, operators of goods vehicles over three tons unladen weight should pay a specific charge per vehicle which will reflect the extra cost imposed on the roads. This charge will be collected by the Ministry of Transport and will be separate from the vehicle excise duty. It will be an annual charge beginning at £50 for a lorry just over three tons unladen weight and rising with vehicle size to a maximum of £190 per year for vehicles over eight tons unladen weight. 'This proposal must be viewed against the background that the Government is committed to a continuing programme of heavy expenditure on roads,' says the White Paper.

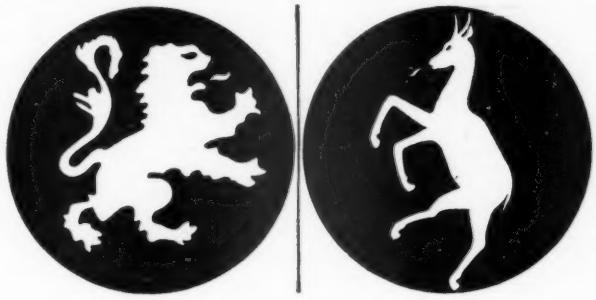
It is also proposed to introduce a special charge for the movement of abnormal loads on the roads, assessed on a mileage basis and varying according to the dimensions and weight of the load, from 1s. a mile for a load only just within the 'abnormal' category to as much as £15 a mile for the very largest and heaviest type of load. 'The Government believes that this will encourage consignors to look for other ways of moving such loads. It will also give some compensation to the public for the social costs imposed by the remaining abnormal loads which must continue to move by road.'

In a reference to productivity and efficiency, the White Paper says that 'It is the Government's intention that the greater efficiency in the provision of freight services which will flow from the creation of the NFC should enable resources to be made available for, among other things, improvements in staff conditions, including progress at a reasonable rate towards common conditions of service for those on comparable work within the new organization.'

Shipbuilding Industry Training Board reconstituted

MR. RAY GUNTER, Minister of Labour, has reconstituted the Shipbuilding Industry Training Board for a period of three years from November 19, 1967. This is the Board's second term of office. The Chairman of the Board will be Mr. Thomas Carlile, managing director, Babcock and Wilcox (Operations) Limited, and formerly a member of the Engineering Industry Training Board. He succeeds Sir Steuart Mitchell, the Board's first Chairman, who is giving up the appointment at his own request.

Other new appointments to the Board are those of Mr. G. C. W. Scott, management services director, Yarrow (Shipbuilders) Limited, Mr. T. A. Webb, chief executive, Ship and Boat Builders' National Federation, and Mr. J. Dennett, General Secretary (Shipwrights' Section), Amalgamated Society of Boilermakers, Shipwrights, Blacksmiths and Structural Workers. The other 15 members appointed by the Minister, were members of the original Board.



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Aviation and Shipping

'Immense and growing importance of air freight'

—Lord Brown

'THE IMMENSE and continually growing importance of air freight' was stressed by Lord Brown, Minister of State, Board of Trade, when he addressed the World Air Cargo Marketing Forum held in London on November 15 and 16.

'I am interested in air freight because it brings world markets nearer to the United Kingdom,' he said. 'We all know that as each year passes new sources of supply for the goods which we have traditionally supplied to world markets spring up in new places. If many of these sources are nearer to our traditional customers than we are then we stand in danger of losing some of our trade. To the extent that air freighting can help to eliminate the handicaps of distance and time it will become of increasing importance to our exporters.'

Historically as a nation we had probably been more deeply involved in transportation than any other, and although it was clear from a reading, for instance, of the Economic Development Committee's report on Exports by Air that we were not lagging in this respect, he, nevertheless, believed that we must take and keep the lead, for this subject was possibly of more importance to us as a nation than to others.

The current position was that in 1966 £550 million worth of United Kingdom exports (over 10 per cent by value of the total) and a broadly similar figure for imports were carried by air. Over the period 1960 to 1966 freight traffic on British scheduled services grew on average by about 23 per cent per year, and this was well above the world average growth. These figures were greatly to the credit of the carriers and others who provided facilities and to the exporters who had recognized the benefits of air transport, but clearly there was scope for further big increases, and he very much hoped that the forum would prove a stimulus both to supply and to demand.

'Time was when price was the dominant factor in deciding whether a buyer placed orders for goods,' Lord Brown said. 'With the growing affluence of many of our export markets, product design and the methods of marketing the product are becoming very much more important as each year passes. But involved in marketing are such things as immediate availability, time of delivery and service, and it is about such matters that air freight can play a very important and increasingly important part in the future.

'It is simply not good business simply to compare the cost of freighting by air and sea and find that the former is more expensive, and to dismiss it. And yet there is a danger that some of our less sophisticated companies do, in fact, do precisely this, forgetting that as supplying companies they are attractive as a source of supply to overseas markets only if they are convenient in terms of time.

'You are no doubt considering in the discussions which take place in this forum the effects of using air freight on such matters as crating, insurance premiums, transit warehousing, interest on capital investment in shipments en route, lower inventories, flexibility of response to demand, etc. I shall comment no further on such important aspects except to emphasize that our whole experience at the Board of Trade in dealing with export issues indicates the advancing importance of such factors as each year passes.'

Referring to the 160-acre cargo site now under construction at Heathrow and that the airport was already the third port in the United Kingdom in terms of value of cargo passing through, surpassed only by London and Liverpool, the Minister said: 'Our Customs authorities are continually seeking ways to streamline their requirements and speed the transit of cargo and are proposing to introduce a fully automated system for the clearance of freight in the new Heathrow freight terminal. It is clear, however, that the more co-ordination of effort that arises between airlines, airports, Customs, freight handlers, forwarding agents and suppliers and the more quickly that these parties to the whole operation are prepared to forget old habits and to face up to the potentialities of the future of air freight, the faster the progress we will make.'

Mr. J .P. W. Mallalieu, Minister of State, Board of Trade, presented British Empire Medals awarded in the New Year and Birthday Honours List, 1967, on November 17 to nine members of the Merchant Navy and to a former general foreman of Trinity House. The presentation ceremony was held at the Board of Trade, London. Picture shows Mr. Mallalieu (centre) and Mrs. Mallalieu with some of the recipients. On the left is Mr. S. L. Bolton, Flight Engineering Superintendent VC 10 Flight, BOAC, who was presented with the Queen's Commendation for Valuable Service in the Air.

Flight time limitations

NEW MEASURES introduced by the Board of Trade to reduce the risk of accidents from excessive fatigue on the part of air crew will be brought into force on January 1, 1968, by the Air Navigation (Second Amendment) Order, 1967, published on November 17.

By amending Part VI of the Air Navigation Order, 1966, the Order brings into effect new flight time limitations by:

(a) reducing the limit on flight times for flight crew members within any period of 28 consecutive days from 115 hours to 100 hours;

(b) introducing minimum rest periods in relation to immediately preceding duty periods exceeding 24 hours in length, thereby ensuring that adequate rest periods are allowed after duty periods which may, in practice, extend beyond 24 hours, for example, when flight crew are 'dead heading' (flying as passengers);

(c) requiring operators of public transport aircraft to set limits on the flying duty periods of their cabin staff and to establish their minimum rest periods. In the past operators were obliged to establish such limitations only for members of their flight crews;

(d) requiring operators to keep the same flight and duty records for cabin staff as are already required in respect of flight crew.

The Board of Trade is conducting a specific study into the question of cumulative fatigue to determine whether any further reduction in the limit on flight time is necessary, either generally or in relation to particular aircraft types.

Copies of the Order SI 1678 (price 8d. or 11d. by post) are obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1.

United Kingdom-Japan Air Services Agreement

THE BOARD OF TRADE announce that consultations in accordance with the United Kingdom-Japan Air Services Agreement of 1952 took place in Tokyo between November 10 and 17, in an atmosphere of cordial co-operation.

Arrangements were made on a world-wide basis for the expansion of routes for both sides and for phased intensification of services on those expanded routes by Japanese and British airlines. These arrangements included provision for the introduction of BOAC Polar services, a new Japanese route for JAL through Hong Kong to Australia, and scope for development of Cathay Pacific services between Japan and Korea.

New Books

A Strategy for the South-East, by the South East Economic Planning Council. (100 pages. 15s., by post 15s. 10d., from HMSO and Government bookshops). This is a first report by the South East Economic Planning Council. In it the Council have looked ahead to consider how the region, divided into three main sections – Greater London, Outer Metropolitan Area and Outer South East – might develop by the end of the century, the more immediate problems of the years up to 1981 being examined against this long-term background. Proposals on what needs to be done, if the region is to continue to make its major contribution to the country's economy, are put forward. Future development should be grouped along a series of sectors radiating outwards from London along the main motorways and express rail lines, but this does not mean continuous or uninterrupted urban development. Certain large stretches of open countryside are to become country zones where major development will be prevented, and more positive measures taken to safeguard both amenity and good agricultural land. The zones are to act as 'buffers' between the sectors for growth and give separation between individual urban development. In order to provide counter attractions to the capital the major expansion scheme on the periphery of the region should be developed; first, the Southampton/Portsmouth area; second, the Milton Keynes area, with the related developments at Northampton, Wellingborough and possibly Bedford; and third, the Ipswich/Colchester area. The report underlines that the present level of employment in the centre of London ought not to be increased, and more industry and offices persuaded to move, the vacant sites being neutralized against use for further employment. The possibility of moving large institutions and national bodies to certain planned centres in the region should be studied. The Council strongly support efforts to increase the movement of industry from Greater London, and suggest that small firms should be able to obtain industrial development certificates more freely, with export considerations a major factor in dealing with development applications. To counter increasing traffic congestion London should have at least two ring routes to divert through traffic from the centre, with priority being given outside London to a south coast route linking East Kent and the Channel Tunnel with South Hampshire. The Council recommend urgent action to restrict industrial development and traffic in Oxford, and to establish a Green Belt with more housing beyond it. The future work of the Council will include studies of the proposed areas of future growth; the influence of Stansted Airport on the development of the region; the future industrial pattern; and employment in central London and dispersal away from the capital. The report contains many maps and tables in the text and annexes, and two folding maps.

The Economics of Transporting Oil to and within Europe, by Michael Hubbard. (90 pages. Maclaren & Sons Ltd. 50s.). From the oilfield to the consumer oil may be transported by one or more of the following methods – tanker, pipeline, inland waterway, rail and road. In Europe oil is moved successively by at least three of the methods and there is scope for choice on at least part of the route. The method of transport fall into two categories, batch – tanker, rail, road and so on – and continuous flow – in this case, pipeline. The development within Europe of pipelines has focused attention on the economics of oil transportation, particularly on the question of pipeline economics. In this volume the author summarises that actual costs of the various means, with particular emphasis on ocean tankers and pipelines. Sufficient data has been provided which, after adjustment for the particular circumstances, would allow the answer to a specific problem to be worked out. Broadly, the figures given correspond to average European, including United Kingdom, conditions and financial considerations excluding profits. The effect of the closure this summer of the Suez Canal on transportation costs has not been taken into account, partly because it is too soon to try to evaluate the long term impact.

Better Use of Labour in the Firm. Labour Utilization Committee. (18 pages. Available free from the National Economics Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1). The National Economic Development Council's Labour Utilisation Committee has published a booklet on the better use of labour in the firm. It is intended as a practical check list to further the better use of labour. Although it does not pretend to set out all the solutions to the problems considered, nor to cover every aspect of labour utilization, the booklet looks at some aspects of the inefficient use of labour and suggests what might be done about them. The topics covered are listed under seven headings: organization and planning of the work in the firm; management organization; job structure; pay systems; overtime; work rules and labour turnover.

Export – or Die? by Victor Gordon. (126 pages. Hodder and Stoughton. 5s.). This specially commissioned paperback, in Hodder's *Zenith Books* series, attempts to show what exporting really means in terms of men and jobs. This it does by a series of case histories – mostly success stories, admittedly, for the law of libel and traditions of secrecy in British business make it difficult to write accurately about export failures and disappointments. But the 12 stories recounted here tell much about the problems that have to be encountered in selling a variety of products, ranging from aircraft to whisky, the snags and pitfalls, the variety of methods that can be used in different circumstances, and something of the lives of the men concerned. Also included are a short exporters' glossary, and a 30 page concluding chapter which summarises the experiences recounted in the case histories and says something the basic economic issues underlying the export drive.

Incomes in postwar Europe: a study of policies, growth and distribution (Economic survey of Europe in 1965: Part 2), by United Nations Economic Commission for Europe. (968 pages. 49s., by post 53s. 6d., will be available from HMSO and Government bookshops). Each year the United Nations Economic Commission for Europe publishes a survey of the economies of European member countries in the previous 12 months. It also tackles one specific topic in detail: this year it is incomes policy. The survey compares the experience of all the Western European countries and gives a statistical comparison with the United States. A large part of the study is devoted to an analysis of the situation in Eastern Europe, Yugoslavia and the Soviet Union. In each case it traces the development of the various approaches to an incomes policy. The information collected goes up as far as the end of 1966, so that the latest developments in the United Kingdom are not included. The scope of the study is very broad, but attention is focused on issues which are in the centre of interest of policy-makers and which lend themselves to economic or statistical analysis. The text is supported by an abundance of statistical information.

Other publications

JOINT IRON COUNCIL ANNUAL REPORT OF THE EXECUTIVE COMMITTEE For the Year Ended 30th June, 1967. 38 pages. Available free from the Joint Iron Council, 14 Pall Mall, London, SW1. Contains graphs and statistical tables on production and employment in the United Kingdom, EEC, and the United States.

NATIONAL INDUSTRIAL FUEL EFFICIENCY SERVICE. NIFES Reports and Accounts for the year Ended 31st March, 1967. 51 pages. Available free from the National Industrial Fuel Efficiency Service, 71 Grosvenor Street, London, W1.

REPORT OF THE INDUSTRIAL ASSURANCE COMMISSIONER FOR THE YEAR 1966. 38 pages. 6s., by post 6s. 6d., from HMSO and Government bookshops.

SOUTH AMERICAN HANDBOOK 1968: An Annual Traveller's Guide to the Countries of South America, Central America, Mexico, Caribbean and West Indies. 866 pages. Trade and Travel Publications Ltd., 19 Leadenhall Street, London, EC3. 22s. 6d.

STARTING A BUSINESS IN BRITAIN. July 1967. 148 pages. Available free from Martins Bank Ltd., Publicity Department, 4 Water Street, Liverpool 2.

TEXTIELADRESBOEK. Textile Export Directory of the Dutch Textile Industry and Wholesale Trade. 674 pages. NV Uitgeversmij, Diligentia, Amsterdam. 70s.

WOOLWICH ECONOMIC PAPERS. No. 9. *British Agriculture and the Balance of Payments: Agriculture's Contribution to Import Savings*, by D. Friedman. 18 pages. No. 11. *The Capital Gains Tax and the Corporation Tax*, by A. R. Prest. 21 pages. No. 13. *On the Nature of Profit*, by G. L. S. Shackle. 26 pages. Woolwich Polytechnic, Department of Economics and Business Studies, Wellington Street, London, SE18. 3s. 6d. each.

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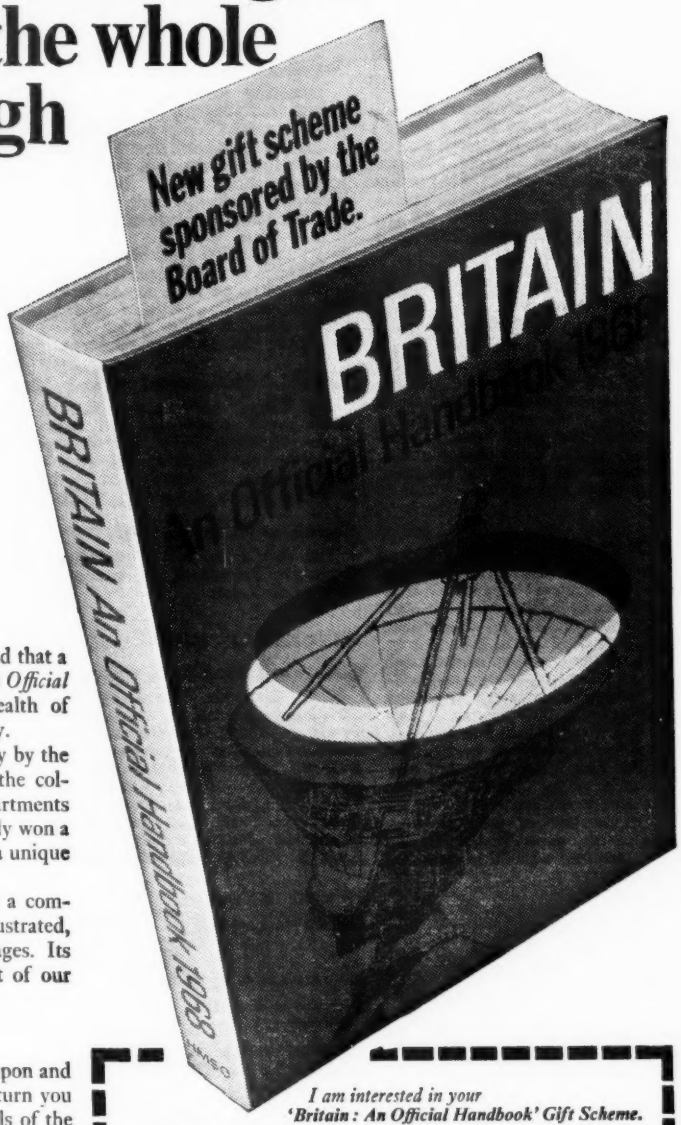

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, NOVEMBER 14

Sulphur imports

Asked what the cost had been to the balance of payments for the years 1964, 1965, 1966 and 1967, through importing sulphur for industrial and other uses, Mr. George Darling, Minister of State, Board of Trade, said that the value of imports was £6.3 million in 1964, £8.3 million in 1965, £11.6 million in 1966 and for the period January to September, 1967 £8.6 million.

Correct labelling of wine

Replying to a question on legislation to ensure the correct labelling of wine, Mr. George Darling said that the Consumer Protection Bill was designed as a measure of general application; but the question of its application to wine would need to be considered in the light of any proposals that might emerge from the work going on in the Council of Europe to prepare a convention on the production and marketing of wines and spirits.

Financial help to Scottish airfields

A Member asked what financial assistance was given by the Government to airfields and air navigation services in Scotland in 1965 and 1966 respectively. Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that in these years nearly all aerodromes in Scotland were owned and operated, and the corresponding aerodrome navigation services provided by, the Government. In the financial year 1965/66 the net deficit on aerodrome account was £149,017 and on aerodrome navigation services £1,057,183. The House had not yet authorized the printing of the 1966/67 accounts. In addition the Government contributed £2.75 million to the capital cost of the Glasgow municipal airport which opened in May 1966; and minor grants, totalling £2,000, were made to Dundee and Perth.

Trade in electrical equipment

Mr. Anthony Crosland President of the Board of Trade, gave the following information in answer to a request to publish the value of exports and imports for 1966, 1965, 1964, and for the first six months of the current year, of electrical circuit apparatus, instruments, relays and fractional horse power motors, respectively:

	Imports £ million				Exports £ million			
	Year 1964	Year 1965	Year 1966	Jan.-June 1967	Year 1964	Year 1965	Year 1966	Jan.-June 1967
Fractional h.p. motors	2·6	2·5	2·5 (a)	1·6 (a)	3·8	3·5	3·1 (a)	1·6 (a)
Fractional h.p. motors, parts	n.a.	n.a.	0·5	0·4	n.a.	n.a.	2·3	2·2
Electric circuit apparatus	15·2 (b)	20·1 (b)	23·1	11·5	31·4 (b)	37·3 (b)	34·2	18·8
Relays	n.a.	n.a.	3·4	2·3	n.a.	n.a.	1·9	1·1
Instruments	12·9	15·5	19·6	12·9	19·6	21·0	21·6	11·0
Instruments, parts	4·7	5·0	6·4	3·7	2·2	2·3	2·6	1·5
Total	35·4	43·0	55·5	32·3	57·0	64·1	65·7	36·1

n.a. = Not available.
(a) Includes D.C. generators.
(b) Includes relays.

Birmingham overspill

Inquiring what steps were being taken to ensure that adequate provision would be made for industrial employment in those areas which were chosen for the siting of 15,000 houses to take overspill from Birmingham, to prevent those areas becoming commuter societies, a Member was told by Mr. George Darling that, as the terms of reference of the Birmingham Overspill Study, 1967 made clear, the 15,000 additional municipal houses to be built by 1975 were intended for families which for some years would travel to work in Birmingham. The terms of reference did, however, envisage land being made available eventually for local employment.

Industrial development in the Fylde

Mr. George Darling said that 53 industrial development certificates had been approved since October 1964 in the employment exchange areas of Blackpool, Fleetwood, Kirkham, Lytham St. Anne's and Thornton Cleveleys. The area approved was 718,000 sq. ft.

Consumer Protection Bill

The debate on the Second Reading of the Consumer Protection Bill was resumed in the House of Lords.

WEDNESDAY, NOVEMBER 15

Grants and loans to Scottish firms

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, answered a request for details of Board of Trade expenditure on grants and loans to industry in Scotland since April 5, 1960 up to the nearest convenient date; and the equivalent figure for the rest of the United Kingdom. She said that expenditure from Board of Trade votes in respect of grants and loans to industry in Scotland from April 1, 1960 to September 30, 1967 was:

	Grants	*Loans*
Promotion of Local Employment	£23·3 million	£55·8 million
Fairfields (Glasgow) Ltd.	—	£1·0 million
	£23·3 million	£56·8 million

The corresponding figures for England and Wales were:

	Grants	*Loans*
Promotion of Local Employment	£35·7 million	£38·4 million

In the same period £23.9 million was paid in grants and compensation to the Cotton Industry. Separate figures for Scotland are not readily available.

The figures did not include advances to the National Film Finance Corporation, the Air Corporation's or under the Shipbuilding Credit Act, 1964.

The amounts paid from Board of Trade votes as investment grants to September 30, 1967 were £10.3 million to industry in Scotland and £77.7 million to industry in England and Wales. These grants were introduced on January 19, 1966 to take the place of the previous system of investment allowances.

Yorkshire wool textile firms

Two questions concerned the number of Yorkshire-based wool textile firms which have moved or expanded to development areas since 1960; what industrial development grants had been paid to such firms; and what was their present employment in their new locations, and the number of wool textile mills established in each development area for each year since 1960, and the present number of operatives employed. Mrs. Gwyneth Dunwoody replied: "According to information available to the Board of Trade three firms engaged in woollen and worsted manufacture, as defined by minimum list heading 414 of the Standard Industrial Classification, have established units in development areas since 1960, one in each of the years 1962, 1964 and 1966. The total current employment of these units is 115, including 30 males.

Two of the units represent expansions to a development area by Yorkshire-based firms. Their current employment is 76, including 21 males. I cannot disclose details of financial assistance granted to firms.'

Production of chipboard

Asked how much chipboard had been produced at home, and how much imported in each of the past five years, Mr. George Darling gave the following information (all figures are given in tons):

	UK Production of Wood Chipboard	UK Imports		Total
		Wood Chipboard	Other Particle Board	
1962	72,714	*	*	24,092
1963	90943	*	*	34,453
1964	123,624	34,712	21,895	56,607
1965	147,726	51,899	28,150	80,049
1966	162,332	53,522	36,964	90,486

* Imports of wood chipboard and other particle board were not separately distinguished prior to 1964.

UNCTAD meeting in New Delhi

A Member asked if the President would act on Recommendation 500 of the Assembly of the Council of Europe, and seek to expedite its consideration by the Committee of Ministers, in view of the urgency of achieving a common Western policy as a basis for agreement with the developing countries at the forthcoming United Nations Commission for Trade and Development meeting in New Delhi. Mrs. Gwyneth Dunwoody answered that consultation among European and other developed countries with a view to co-ordination of policies on these matters was a regular and continuing concern of the Organization for Economic Co-operation and Development. The meeting at Ministerial level of the Council of the Organization, which was due to take place on November 30 and December 1, would be concerned, *inter alia*, with matters relevant to the forthcoming conference in New Delhi.

Imports from Pakistan

A Member asked if the provisional agreement reached with the Common Market in 1962 on trade arrangements for Commonwealth countries included tariff preferences for cotton textiles, jute goods, sports goods, leather and leather goods, stainless steel cutlery and musical instruments imported from

Pakistan; and if it was proposed to renegotiate such an agreement on the commencement of Great Britain's negotiations to enter the European Economic Community. Mrs. Gwyneth Dunwoody replied: 'The provisional agreement reached in 1962 provided for tariff preferences currently enjoyed by Pakistan in this country to be phased out over a period of years. We hope it will be possible to revive that agreement.'

Government factories in Sunderland

'One advance factory, of 50,000 sq. ft., completed in July last, is at present unoccupied,' said Mrs. Gwyneth Dunwoody, replying to an inquiry on the space in Government-financed factories in Sunderland available but at present unused.

Answering a further inquiry, on the steps being taken to provide more land for factory building in Sunderland, Mrs. Gwyneth Dunwoody said there was a shortage of suitable industrial sites in Sunderland. Should one become available, the Board would be prepared to consider its acquisition.

Cost-effectiveness of British Weeks

A Member asked for information available on the cost-effectiveness of British Weeks. Mrs. Gwyneth Dunwoody said that for commercial reasons, it would not be appropriate to publish this information. She continued: 'I am satisfied, however, that these Weeks have played a valuable part in promoting exports of consumer goods. The Board of Trade will, of course, continue to keep their effectiveness under review.'

United States motor safety standards

Replying to an inquiry on the estimated effect on British car exports to the United States of the introduction of the new safety regulations drawn up by the United States Traffic Safety Agency, Mrs. Gwyneth Dunwoody said that as a result of the determined efforts of British manufacturers to adapt their models, it was not expected that the United States Motor Vehicle Safety Standards, coming into force on January 1, 1968, would have other than a short-term effect on British car exports to that country.

Imports of Portuguese cotton

Answering a Member who asked why imports of Portuguese cotton cloth were greater in the first nine months of this year than in the corresponding period of 1966 despite the undertakings given by Portugal earlier this year, Mr. J. P. W. Mallalieu said the published trade returns included cloth for processing and re-export. *Retained* imports of cotton cloth from Portugal in the six months ending September 30, 1967 were in fact lower than in the six months ending September 30, 1966.

Industrial development in South Yorkshire

Mr. George Darling, in answer to a request that steps should be taken to encourage new industries into the South Yorkshire area so that the number of unemployed in the Dearne Valley constituency would be greatly reduced, said the development areas must continue to have priority. 'I am, however, prepared to consider sympathetically applications for industrial development certificates for projects suited to the needs and resources of South Yorkshire,' he said.

Patents in animal medicine industry

A Member who asked what steps were being taken to prevent patent contravention, as far as it concerned the animal medicines industry, in view of the rise in pirate importers and distributors, was told by Mr. George Darling that under the patent Law it was a matter for the patentee to take action to restrain the importation and distribution of articles which infringe his patent.

Weights and Measures inspectors

A Member who asked if the President was aware that Weights and Measures inspectors had no authority to test fabric measuring machines; and if legislation on this matter was to be introduced in the near future, was told by Mrs. Gwyneth Dunwoody that the use for trade of these instruments could be subjected to control by making an Order under the Weights and Measures Act, 1963. It would not, however, be desirable to introduce such a control at present, when the weights and measures services of local authorities were already hard pressed, and in the absence of evidence that the instruments were giving unsatisfactory measurements.

Answering a further question, to the effect that private car-hire meters which were known to have a tendency to over-read could not be checked by Weights and Measures inspectors; and if powers would be sought to enable this to be done, Mrs. Dunwoody said: 'I am aware that inspectors do not test these meters. The related matters of taximeters was considered by the Committee on Weights and Measures Legislation, (Cmnd. 8219), who concluded that they would not be justified in recommending Weights and Measures control for them.'

Team Valley advance factories

The President was asked when it was expected that the two advance factories now under construction at the Team Valley Trading Estate, Gateshead, would be completed; what progress had been made in finding suitable firms to occupy the factories; and what were the expectations of jobs in prospect for the next four years in Gateshead. Mrs. Gwyneth Dunwoody answered: 'The 25,000 sq. ft. advance factory at Team Valley has just been completed and will be occupied by Appleyard Coachbuilders Ltd., who hope to start production in January, 1968. The second advance factory of 50,000 sq. ft. is expected to be completed by about the middle of 1968, and is being brought to the notice of suitable firms. Over the next four years, 1,190 jobs, including 780 for men, are expected to arise in authorized new industrial buildings and existing buildings taken over by manufacturing firms within the area covered by the Gateshead employment exchange.'

THURSDAY, NOVEMBER 16

Clay Cross area of Derbyshire

In reply to a Member who asked if, owing to the high figure of unemployment and the low figure of vacancies in the Clay Cross area of Derbyshire, he would arrange some incentive to new industry to establish itself in the area, Mr. George Darling said that special financial inducements were available only in the development areas. Subject to the needs of the development areas, he was prepared to consider sympathetically applications for industrial development certificates for projects suited to the needs and resources of North-east Derbyshire.

Weights and measures legislation

Answering a question on legislation to ensure that all weights and measures were standard and marked accordingly, Mr. George Darling said that legislation was not needed. The President of the Board of Trade, already had powers under the 1963 Weights and Measures Act to add other commodities to the many classes of goods which the Act required to be sold only in specified quantities, or to be prepacked only if the container was marked with a quantity marking.

Purchases of Boeing aircraft by BOAC

The President was asked whether he had reached a decision on the request by the British Overseas Airways Corporation for approval to order more Boeing 747 aircraft; and if he would make a statement. The President said: 'Yes. Approval has been given for BOAC to purchase five more Boeing 747 aircraft for delivery during 1972 in addition to the six already on order. These aircraft are needed for BOAC's requirements for large subsonic aircraft in the early 1970s, and do not affect their requirements for supersonic aircraft. A decision on the option held by BOAC for a sixth additional aircraft will be considered in 1968. The dollar expenditure involved is to be financed by BOAC through overseas borrowings and these borrowings may eventually necessitate an increase in the present statutory limits applicable to BOAC under Section 16 of the Air Corporations Act, 1967. At the appropriate time the House will be asked to approve the increase.'

FRIDAY, NOVEMBER 17

Footwear exports to EEC

Asked why in the first half of 1967 the value of footwear exported to the Common Market countries decreased by 24 per cent compared with the first half of 1966, Mrs. Gwyneth Dunwoody replied that the decrease in exports to the European Economic Community of footwear with leather uppers, slippers, and safety and sports footwear, after allowing for a change in customs headings, was 21 per cent. 'I know of no special reason,' she said, 'but some fluctuations in exports to particular markets must be expected, especially with a fashion product.'

Stansted airport

Mr. J. P. W. Mallalieu answered several questions on Stansted. Asked whether his revised proposals envisaged the realignment of the existing runway, he said that under these existing proposals the existing runway would eventually be replaced by another on a different alignment. It was too early to give a precise estimate of the cost of realigning the runways, he said, in answer to another question, but he was advised by the British Airways Authority that the net cost was likely to be between £7 million and £10 million.

In reply to a further question on operational limitations likely to be caused by crosswinds if the runways were realigned, Mr. Mallalieu said that realignment to the extent under consideration was likely to reduce the crosswind usability of the airport very slightly but not below that regarded as acceptable for a major international airport. No delays to the increased utilizalion of the airport were likely to result from the realignment of the runways, he said, as it would be possible to construct two new runways on the alignment under consideration without interrupting the use of the existing runway.

Mr. Mallalieu was also asked to publish in the Official Report the projections of air traffic growth in the London area which were submitted to the 1955 inquiry on Stansted airport, together with the actual annual increases since registered, and the future growth rates now projected. He replied that the forecasts of air traffic growth in the London area given to the 1965 Public Inquiry on Stansted were those in the published report of the Interdepartmental Committee on the Third London Airport (HMSO 1964 – reference No. CAP 199)

– see especially Table 1 and Appendix A. Actual figures of traffic at the London airports for the years 1961-1966 and the Government's latest projections of traffic growth up to 1980 have been published in Appendix 1 of the White Paper on the Third London Airport (Cmnd. 3259).

Cymom Valley

A Member who asked why the Aberdare and Mountain Ash areas had not been included in the list of areas to receive additional measures of assistance, was told by Mrs. Gwyneth Dunwoody that the list had been confined to those areas which on the evidence available were thought likely to be most seriously affected by colliery closures. Answering a further question, on policy regarding the future industrial prospects of the Cymom Valley, including the areas of Aberdare and Mountain Ash, Mrs. Gwyneth Dunwoody said: 'I am anxious to see the introduction of new industry and the expansion of existing industry in this area and we are prepared to encourage this by the use of our powers under the Local Employment Acts.'

MONDAY, NOVEMBER 20

Company annual returns

Asked if he would allow all company annual returns registered after October 27, 1967, but which returns were in respect of a year ended before that date, to be at the old registration fee of 5s. rather than the new fee of £3; Mr. George Darling said: 'No. Companies had three months notice of the increase in fees.'

Factory floor space in Wales

Mr. George Darling asked what was the total square footage of factory floor space in Wales in respect of which industrial development certificates had been issued in the first nine months of 1967, replied: '4,379,000 sq. ft.'

Replying to further questions on the total footage of floor space of advance factories built in Mid-Wales since October 1964; and the total built in Mid-Wales in the 10 years preceding that date, Mrs. Gwyneth Dunwoody answered: 50,400 sq. ft. and 10,000 sq. ft. respectively.

The total area of factory space for which industrial development certificates were issued in the counties of Merionethshire, Montgomeryshire, Cardiganshire, Radnorshire and Breconshire in the first nine months of 1967 is 87,000 sq. ft.

And for the years 1964, 1965 and 1966:

	Number of industrial development certificates	Area Th. sq. ft.
1964 } 1965 }	7*	55
1966	12	153

* Annual figures cannot be given for 1964 and 1965 separately because of the risk of disclosing details of individual projects.

Asked what percentage of the total factory development in the United Kingdom in respect of which industrial development certificates had been issued in the first nine months of this year was the total factory floor square footage allowed in Wales during that period, Mr. George Darling said: '6.3 per cent of the total factory development in Great Britain for which industrial development certificates were issued. The industrial development certificate control does not extend to Northern Ireland.'

New industries in Bradford

A Member asked what steps were being taken to reduce the dependence of the city of Bradford upon the textile industry by encouraging new industries to come to the city. Mr. George Darling answered that the growth of other manufacturing industries and of the service trades in the area had already lessened the dependence of Bradford on the textile industry. Moreover, of the 55 industrial development certificates for 1.3 million sq. ft. issued for the Bradford area since the beginning of 1964, 45 for 1.0 million sq. ft. were for industries other than textiles. The development areas must still have priority, but we would continue to take account of the needs of the area in considering applications for industrial development certificates in Bradford.

In reply to a further question, on the number of industrial development certificates granted in the City of Bradford in each of the past five years, Mr. George Darling said the numbers of industrial development certificates granted in the Bradford Employment Exchange Area which covers Bradford CB, and parts of Queensbury and Shelf UDC and Bingley UDC in each of the past five years were:

	Number	Area Th. sq. ft.
1962	8	127
1963	16	334
1964	16	341
1965	10	365
1966	14	337
1967 (January-September)	15	246

'While we will continue to take into account the needs of the area when considering applications for industrial development certificates for Bradford it is impossible to forecast whether this will lead to a rise in the number of applications granted,' he said.

Advance factories in South Ayrshire

Aswering a request for further details of the proposals for advance factories in South Ayrshire, Mrs. Gwyneth Dunwoody said: 'We are now proceeding with the acquisition of land in South Ayrshire in the places indicated in the statement of my right Hon. Friend on Tuesday, November 14 last. (*Hansard*, November 14, cols. 84-86). We shall in due course consider a further programme of advance factories.

Industrial development in North-west

A Member asked how many industrial development certificates had been granted in the current year in the North-west, specifying the number granted in development areas and the number granted in areas outside the development areas, respectively, and in each case stating the size of the development. Mr. George Darling answered that in the period January-September 1967, 486 industrial development certificates for 9.0 million sq. ft. were issued for the North-west (excluding the Furness Peninsula which for statistical purposes is included in the Northern Development Area). Of these 174 for 4.3 million sq. ft. were for the Merseyside development area and 312 for 4.7 million sq. ft. for the areas outside the Development Area.

Asked how many textile mills had closed in the North-west since January 1, 1967; and how many jobs were represented by such closures, Mr. J. P. W. Mallalieu answered: 'The Textile Council – who have the latest figures – estimate that 69 mills have closed since January 1, 1967, representing a loss of 7,630 jobs.'

Imports of Portuguese underwear

A Member asked if the President was aware that the imports of knitted underwear garments from Portugal had increased by 290 per cent in the first six months of this year compared with 1966; and if he would take steps to protect the British underwear manufacturing industry. Mr. J. P. W. Mallalieu replied that much of the increase in imports classified as knitted underwear related to knitted shirts. 'These imports must be viewed in relation to the substantial domestic production and their future level will be affected by devaluation,' he said. 'I am watching the situation carefully but see no case for protective action.'

In reply to a further request to take the necessary steps to prevent nylon producers in this country from selling yarn to Portuguese underwear garment manufacturers at prices 20 to 30 per cent below those prevailing in this country, because this practice was harmful to British underwear manufacturers, Mr. J. P. W. Mallalieu said: 'United Kingdom producers are not the major suppliers to Portugal and their prices in that market must therefore reflect the prices charged by other suppliers.'

Exports of mink pelts

A Member asked if representations would be made to the United States Government in respect of the United States quota investigation being carried out on mink imports, in view of the fact that the United States enjoyed a tariff free export of mink pelts to this country, and that a value ratio of four to one in favour of the United States operates in this commodity. Mrs. Gwyneth Dunwoody answered: 'The Board of Trade is assisting the Fur Breeders' Association in the preparation of evidence on behalf of British mink breeders for submission to the United States Tariff Commission.'

Visitors to Registrar of Companies

Replying to a question on the number of people per day to visit the Registrar of Companies to see company files since October 27, 1967; and what had been the daily average in each of the past five years, Mr. George Darling said that the numbers of people visiting the Registry of Companies each day to search the files of companies were not recorded regularly. The numbers of searches of these files made each day since October 27, 1967, were as follows: –

October 27	4,438	November 8	4,500
October 30	4,777	November 9	4,488
October 31	4,720	November 10	4,422
November 1	4,416	November 13	4,591
November 2	4,721	November 14	5,140
November 3	4,521	November 15	5,060
November 6	4,572	November 16	4,815
November 7	4,621	November 17	4,602

The average numbers of searches per day for each of the past five years are as follows: –

1963	1964	1965	1966	1967 (so far)
3,238	3,754	3,871	4,022	4,335

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 423 *Oxford St., London, W.1;* 13*A Castle St., Edinburgh 2; Brazennose St., Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 7-11 *Linenhall St., Belfast 1; or through any bookseller.*

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location of Sale	Auctioneers
Nov. 28-30 (incl.)	**Motor vehicles and heavy duty equipment**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Saloons, limousines and estate cars including Princess limousines; Ford 'Popular' and 'Consuls' Mk. II; Morris 'Minors' and 'Mini Minors'; Hillman 'Huskys'; Land Rovers; Austin 'Champs'; coaches (5-36 seats); heavy duty trucks including Diamond 'T' tractors; Thornycroft tractors fitted fifth wheel; Albion 20-ton tractors; AEC 'Matadors'; Scammell breakdown vehicles; Humber armoured cars; International half-tracks; hydraulic tippers; mobile tankers 200-2,500 gallons; trailers 10 cwts.-10 ton and many other load carrying and dual-purpose vehicles, including Manitowac 'Speed Crane' 50-ton tracked crane; mobile cranes by Coles and Ransomes & Rapier; fork lift trucks; fitted machinery trucks; Caterpillar 'D' bulldozer; 12 yard scraper; grit spreaders; 'Snogo' snowplough; BSA and Triumph 500 cc solo motor cycles.

Dec. 5-8 (incl.)	**Vehicles, miscellaneous equipment and stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Heavy diesel and petrol commercial vehicles; mobile cranes; private cars; Land Rovers; Austin 'Champs'; trailers; tractors; trucks; vans, etc.; machine tools; MT spares; electrical spares; binoculars; telescopes; aircraft cameras; engineers' stores; air compressors; 8½-ton re-heat gas furnace; quilted neoprene aircraft covers including cockpit, wheel and engine covers; clothing and textiles including greatcoats; shirts; PVC smocks, trouser and coats; arctic and foul weather jackets; jerseys; vests; drawers; rubber and ankle boots; shoes; gloves; kitbags; blue serge jumpers; carpets; rugs, etc.; old woollen and cotton rags; hessian and canvas; and large quantities of other miscellaneous stores.

Dec. 12-14	**Technical and miscellaneous stores**	**Ordnance Storage and Disposal Depot, Branston, Staffs.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657.)**

Machine tools including Archdale; Ajax; Denbigh; Pollard; Jones; Churchill bench and pillar drills; Cincinnati; Catmur; Wolf; Jones & Shipman; Wright; Pollard plain, surface, bench and pedestal grinders; Watson Laidlaw; Holbrook; Le Blond; Bradford; Rydermatic; Boxford; Southbend; Myford; Smart and Brown 3 in. to 7 in. SS and SC centre lathes; Adcock & Shipley; Victoria; Parkson horizontal and vertical milling machines; bending rolls; arc welder; pumps; transformers; compressors; generators; furnaces; shot blasting cabinets; presses; steadies; plain inserted tooth, side face and form cutters; lathe tools, etc.; electrical and electronic spares and components; test sets; aircraft components and ground equipment; telescopes and binoculars; textiles; cameras and photographic equipment; household and office furniture; pallets; vehicle spares including Austin, Morris, Bedford, Land Rover, AEC, Standard and Coventry Climax spares and components; engines; axles; bearings; wheels; tyres; electrical components; mobile oxygen and nitrogen gas producing and air conditioning plants on 8-wheeled trailers; 5-ton dropside trailers on four pneumatic tyred road wheels; and a large selection of other miscellaneous equipment.

Dec. 19-20	**Technical and miscellaneous stores**	**Western Command Ordnance Depot, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 0432-4366.)**

Machine tools; pedestrian operated fork lift trucks; road roller; asphalt mixers; tipping trailers; storage tanks; generating sets and motor generators; batteries; tarpaulin sheets; telephone sets; telegraph typewriters; tape recorders; oscillographs; periscopes; binoculars; levels; theodolites; Avo minors; used tyres; Warsop breakers; water pumps; hydraulic jacks; ladders; fire hoses and equipment; electric cable; small tools; transformers; mattresses; palliasse cases; blankets; curtain material; boots; BD trousers and blouses and other clothing; bedsteads; wardrobes; chairs and other furniture; wireless, signal, motor vehicle and aircraft spares; scrap canvas, webbing and rags; also a large collection of miscellaneous stores.

Special attention is drawn to a quantity of machine tools viz:— drills, universal grinders and horizontal millers; bending, rolling and cutting machines etc. (all located at Royal Naval Propellant Factory Caerwent) which are being sold at this sale.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Fine borer; broaching machine; horizontal drills; deep hole drill; plain surface and drill grinders; gear shapers; horizontal honer; capstan, centre and multi-tool lathes; relieving lathe; horizontal, vertical and universal millers; thread millers; keyseating, slotting, shaping, woodworking machines, etc. Located at Royal Small Arms Factory, Enfield. Middlesex. Permission to view on presentation of Tender Form obtainable from Ministry of Defence, Directorate of Army Sales, Sales 4 b ii (A), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. December 14, 1967.

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
Dec. 5	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4).

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

Government Publications

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Where have all the hinnies gone?

WHEN GRANNY wore this shawl she was a hinny. Once *everybody* in the North East was a hinny to somebody. Now the hinnies—like the marrows and the galloways–have gone forever. And as the language of the region has changed, so has the skyline. New factories and hotels and airports and towns and public buildings and schools and amenities and roads have appeared at unprecedented rate. But despite the pace of building and modernisation, the North East still offers unlimited space for incoming industry. And almost unlimited advantages. Ready-made factory sites are available. Labour is excellent in quality and adaptability. Houses cost less. Communications are probably the best available anywhere. Grants are among the best to be found. If you are thinking about development, think North East. *Then come and see it.* The North East Development Council will help you in every way. 20 Collingwood Street, Newcastle upon Tyne, 1. Telephone: Newcastle 610026.

* **Hinny** Today she's a honey. (Agreed?). (A hinny could be male too, like the Geordie who was told to keep his feet still!). Possibly originally derived from the Saxon word hina.

* **Marrow** (Pronounced marra). Mate or companion. In the North East, the term for a man who shared with another the dangers of the mine and became his close and life-long friend.

* **Galloway** (Pronounced gallawa). Any horse. More specifically, the pit pony that was allocated to a miner and was so beloved by him. Literally, a horse less than fifteen hands high, from the breed which originally came from Galloway in Scotland.

Everything points to NE the new North East

NEDC

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	588	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1965 4th quarter	130	133	157	152	127	109	162	131	171	188	156	+ 89	+ 35	+19	+14
1966 1st quarter	131	134	166	155	130	110	160	135	165	180	154	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967 1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	179	199	185	+ 39	+ 4	—12	+14
3rd quarter		133*				111									—20
1967 March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									
September		132*				111									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965 4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	303	269	24,967	153	151	+ 1
1966 1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967 1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter		101*	139·8	+1·7	110·6*	134·6*	177·0	555	158		162	157	
1967 March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·4	543	155		157	163	
August	147*	101*	139·7	+1·4	110·8	134·7	176·9	559	155		162	155	
September		101*	139·6	+1·5	111·7*	134·8*	177·8	563	165		166	150	
October			140·6	+2·0	112·1*	134·9*	177·8	541	176		163*	126*	

*Provisional. †Not seasonally adjusted.

United Kingdom trade in October

A shortened version of this article was published in last week's Journal

THE DOCK STRIKES in Liverpool and London affected the trade figures for the whole month of October and make it impossible to draw any useful conclusions on the true position and trends. The export figures were seriously reduced by delays to cargoes at the affected ports or in transit to them. At Liverpool, for example, which normally handles 20 per cent of British exports, less than 20 ships were cleared with cargo in the first 30 days of October, compared with 300 in October 1966. Imports of fuel, which were not affected by the strikes, were exceptionally high; and the effects of the strike on other imports were largely offset by diversion of shipping to ports in Great Britain not involved in the strikes and to ports on the Continent of Europe where some cargoes were transhipped. In addition, the import figures are distorted by the fact that many documents have continued to be filed with Customs and recorded, even though the goods to which they relate have not been discharged from the ships; while exports which have accumulated in the docks have not been recorded.

Table 1A.
Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1964	368	475		13	—45
1965	394	479		14	—22
1966	420	496		16	— 9
1965 1st quarter	384	457		13	—12
2nd quarter	381	484		13	—41
3rd quarter	399	487		15	—25
4th quarter	412	489		16	—11
1966 1st quarter	416	507		16	—24
2nd quarter	395	495		16	—34
3rd quarter	426	513		16	—20
4th quarter	444	470	470	17	+41
1967 1st quarter	450	524	523	15	— 8‡
2nd quarter	434	535	530	15	—38‡
3rd quarter	425‡	516‡	512‡	16	—19*‡
May	438	531	525	15	—27‡
June	418	524	521	14	—38‡
July	442	502	498	16	+10*‡
August	419	519	515	16	—21*‡
September	406‡	531‡	528‡	16	—46*‡
October*	341	522	518	15	—107*
May-July	433	519	515	15	—18*‡
August-October*	388	524	520	15	—58*

† Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1B
Recorded Values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·0
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0†	507·8†	14·7†
August	377·8	529·8	14·0
September	375·0†	511·0†	14·7
October*	339·7	527·0	14·9

* Provisional estimates.
† Revised estimates.

Visible trade balance

The visible trade deficit in October was £107 million seasonally adjusted and excluding United States military aircraft. The deficit in September was £46 million, and the average for the eight months to August this year was £18 million.

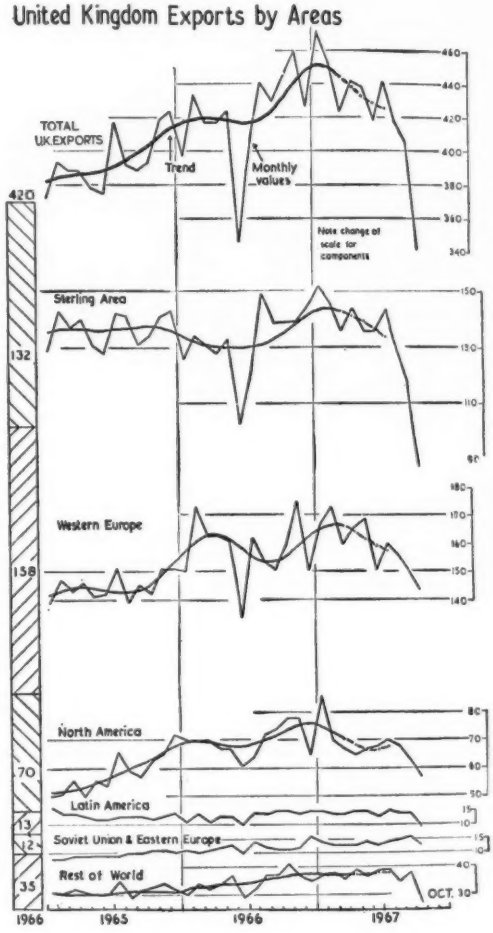


Table 2. United Kingdom exports: areas†
Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

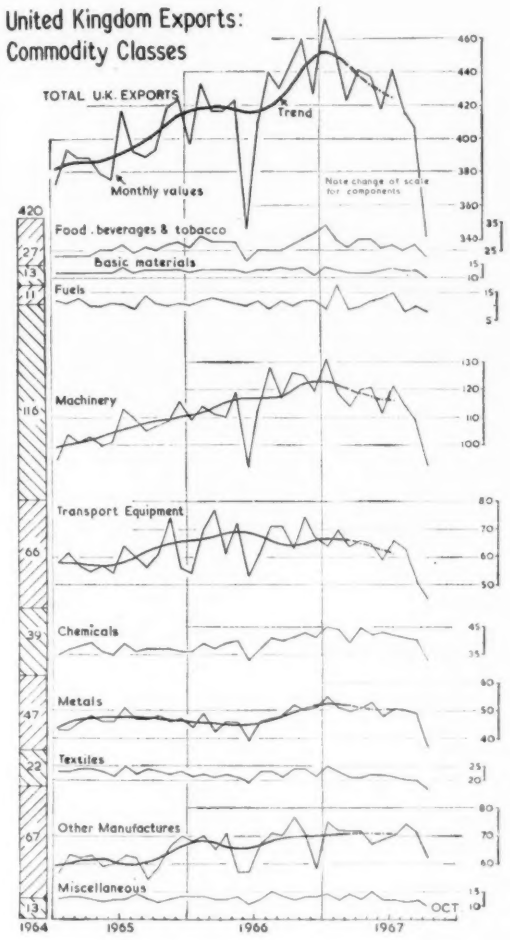
	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1966 Year	420	132	158	80	62	70	13	12	35
4th qtr..	444	140	161	82	63	73	15	13	38
1967 1st qtr. .	450	145	167	82	67	75	14	13	37
2nd qtr..	434	139	162	81	65	66	14	14	38
3rd qtr..	425	131	156	78	62	67	14	15	38
August	419	130	156	80	60	68	14	15	35
September	406	118	150	76	60	63	14	16	38
October*	341	88	144	75	56	57	9	13	27
May-July	433	138	160	79	65	68	14	14	38
Aug.-Oct.*	388	112	150	77	58	63	12	15	33

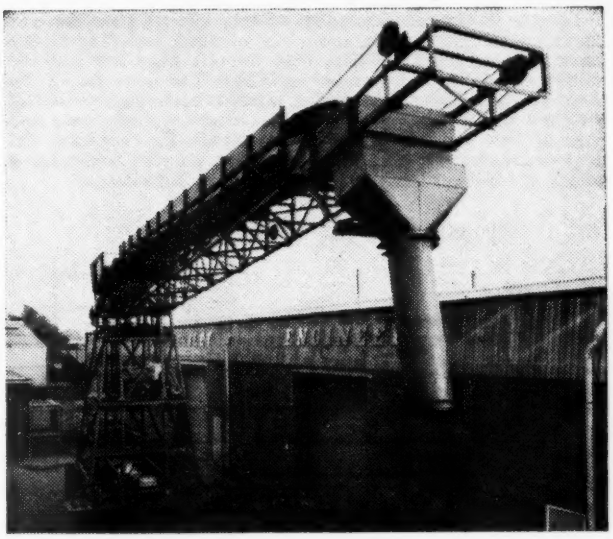
* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World.'

Exports

Exports in October were £341 million, seasonally adjusted. In September they were £406 million. In the previous three months to August they averaged £426 million.

The importance of Liverpool for shipments to countries outside Europe and in particular the sterling area, is reflected in the fall in exports to these areas in October.





Aldersley Engineers Ltd. of West Bromwich has recently manufactured a 'beast' called the Dinosaur, which is made of steel and powered by a Ford 3,000 industrial tractor unit incorporated into the structure. Aldersley's Dinosaur is an outloader for quayside handling of grain, feedstuffs and similar substances, designed and built for the Eastern Nigeria Marketing Board.

GATT INTERNATIONAL TRADE CENTRE

Established in Geneva three years ago the GATT International Trade Centre helps developing countries through the training of their officials in export promotion, advice on the setting up of export promotion units, and by means of surveys of the markets of developed countries. This help is available to all developing countries, whether GATT members or not.

The Board of Trade maintains a liaison service through which the Centre's activities in the United Kingdom are facilitated. Information about the Centre can be obtained from the United Kingdom Liaison Officer, Mr. G. W. Wilcock, at Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	420	27	13	11	356	182	116	48	18	39	47	22	67	13
4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
2nd quarter	434	28	13	12	366	181	119	47	17	44	51	22	69	13
3rd quarter	425	26	14	11	359	175	115	42	18	41	51	20	72	12
August	419	25	13	8	361	177	115	46	17	41	50	20	74	11
September	406	27	13	10	340	159	109	35	16	40	49	20	71	12
October*	341	23	10	8	290	141	93	34	11	33	37	17	62	10
May-July	433	27	13	13	364	180	118	46	18	43	51	22	69	13
Aug.-Oct.*	388	25	12	9	330	159	105	38	15	38	45	19	69	11

* Provisional estimates.

(*Continued on next page*)

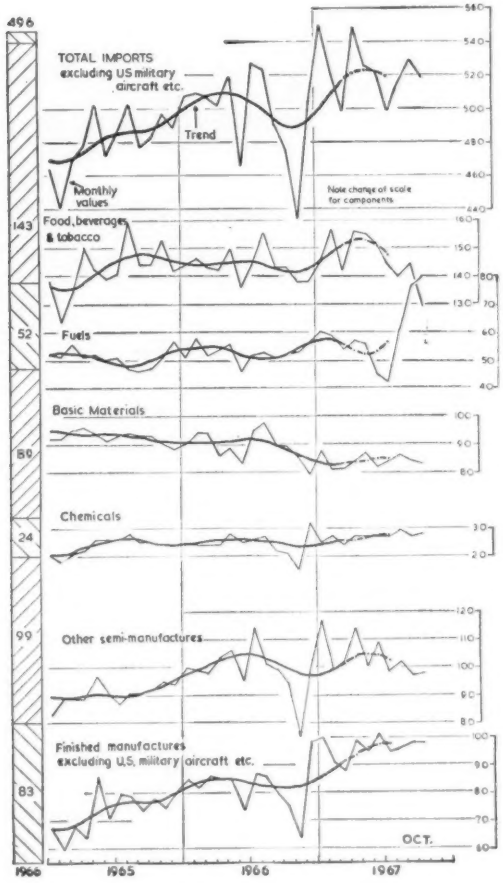
Imports

Imports in October (excluding military aircraft from the United States) were £518 million, seasonally adjusted; including these aircraft they were £522 million. Fuel imports were £80 million, £4 million more than in September and £31 million more than in June-August. This reflects much higher prices (mainly because of higher freights) and a recovery in quantities after the disturbance to the flow in June and July caused by the Middle East situation. Other imports in October were £14 million less than in September and about £24 million less than the average in June-August.

Imports of food, drink and tobacco were lower in October, reflecting the importance to trade in these products of Liverpool and of some of the docks in London affected by the strikes.

There were reduced arrivals in October from the sterling area, North America and Latin America, but increased imports from Western Europe and the 'Rest of World' area (reflecting a shift in the sources of oil supplies).

Imports by Commodity Classes



Imports by Areas

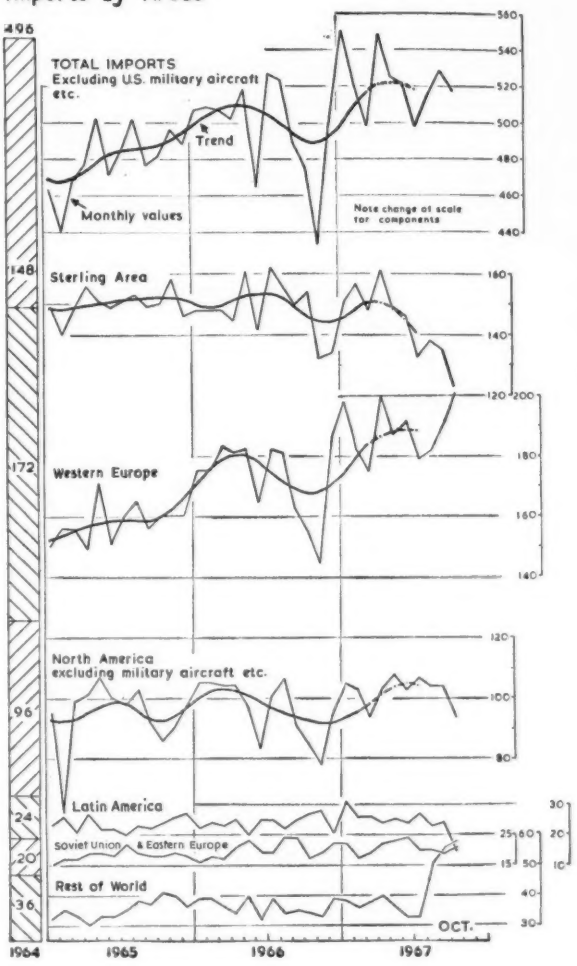


Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1966 Year	496		143	52	212	89	25	99	83		7
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7
2nd quarter	535	530	153	52	218	84	27	107	104	99	6
3rd quarter	516	512	143	60	211	84	28	99	100	96	7
August	519	515	140	61	217	86	29	102	100	96	6
September	531	528	144	76	208	84	27	97	101	98	8
October*	522	518	129	80	208	83	28	98	102	98	8
May-July	519	515	150	48	214	85	27	102	101	97	6
August-October*	524	520	138	72	211	84	28	99	101	97	7

* Provisional estimates.

Table 5. Imports: areas†

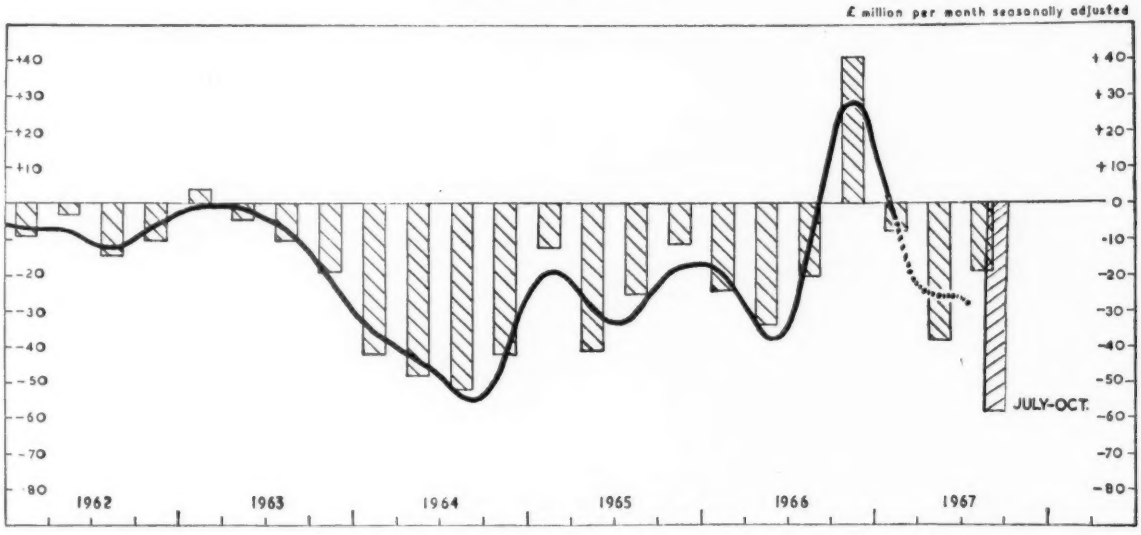
Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1966 Year	496		148	172	96		24	20	36
4th quarter	470	470	140	162	86	85	25	19	35
1967 1st quarter	524	523	152	185	102	101	27	19	37
2nd quarter	535	530	151	192	109	104	25	23	36
3rd quarter	516	512	135	183	109	105	25	20	46
August	519	515	138	182	108	104	23	20	51
September	531	528	135	190	108	104	24	19	56
October*	522	518	123	201	98	94	15	21	58
May-July	519	515	143	185	110	106	25	22	34
August-October*	524	520	132	191	104	100	21	20	55

* Provisional estimates.

† Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area, and included with those for the 'Rest of the World'

VISIBLE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on November 27* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for October, due to be published on or about December 27.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) *Purchase of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

* Accounts relating to the Overseas Trade of the United Kingdom, October 1967. HMSO, price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage

OVERSEAS STERLING AREA TRADE SUMMARY

Slower growth in overseas sterling area trade in the second quarter of 1967

THE UPWARD TREND of exports from the overseas sterling area levelled off in the second quarter of 1967, when the seasonally adjusted value was marginally lower than in the first quarter (Table A). There were, however, some variations in the overseas sterling area's trade with the main areas of the world. Whilst exports to the United Kingdom fell by 5 per cent and exports of the overseas sterling countries to each other by 6 per cent, trade with the non-sterling area showed an increase of 3 per cent.

The seasonally adjusted value of imports in the second quarter was 6 per cent below the figure for the first quarter but higher than the quarterly average for the whole of 1966. Imports from the overseas sterling countries fell by 10 per cent, and from both the United Kingdom and the non-sterling area by 5 per cent.

Exports from overseas sterling countries

Exports from the overseas sterling area reached a record total of £1,647 million in the second quarter of 1967, an increase of £115 million or 8 per cent, compared with the same period a year earlier. Trade with the non-sterling countries expanded by £84 million (9 per cent), more rapidly than trade within the sterling area (£31 million, 5 per cent). Of the non-sterling countries, Japan predominated as a rising market with an increase of £30 million (23 per cent) and increased exports to the People's Republic of China and the United States accounted for rises of £15 million (79 per cent) and £10 million (5 per cent) respectively. Exports to Continental EFTA countries were £3 million (9 per cent) higher but exports to the European Economic Community fell by £8 million (3 per cent) although shipments to Western Germany rose by £7 million (7 per cent). Exports to the United Kingdom rose by £19 million (5 per cent) and trade between the overseas sterling countries by £12 million (6 per cent).

The overseas sterling area's exports of the 15 major commodities shown in Table C were £10 million (2 per cent) more than in the previous quarter and £24 million (4 per cent) higher than in the second quarter of 1966. Increased shipments of wheat, cocoa, cotton, jute and sugar, compared with a year earlier, were partially offset by a fall in exports of wool, meat and meat preparations and tea. The value of Australia's exports of wheat, which reached about the same level as in the previous quarter, was £25 million higher than a year earlier. The quantity exported nearly doubled and the unit value of wheat exports rose by 5 per cent. A 13 per cent increase in the quantity of cocoa exported by countries of the overseas sterling area was complemented by a rise in price to give an increase in the value of exports of £15 million (45 per cent). Although the price of cotton fell by 9 per cent, there was an increase in earnings of £6 million, mainly attributable to increased exports by Pakistan to the People's Republic of China and to Hong Kong. Exports of jute and sugar increased by £4 million and £2 million respectively. A marked decline of £20 million in shipments of wool was due to a fall in both the price and the quantity exported by New Zealand. The value of meat and meat preparations fell by £8 million and of tea by £3 million.

Most countries of the overseas sterling area increased their exports in the second quarter compared with a year earlier. A major contributor was Hong Kong whose exports increased by £25 million (24 per cent) mainly to the non-sterling area. Shipments to the United States and Indonesia expanded considerably and there was a general increase in Hong Kong's exports to all other areas with the exception of the European Economic Community and the People's Republic of China. The rise of £22 million (8 per cent) in Australian exports was largely due to increased shipments of wheat, in particular to the People's Republic of China. Her exports to Japan also rose sharply, but there was a reduction in exports to the United Kingdom and to the European Economic Community. Of the £16 million (31 per cent) increase in the Irish Republic's export earnings, the United Kingdom accounted for £14 million (39 per cent). Pakistan's exports rose by £13 million (26 per cent) mostly as a result of increased shipments to the non-sterling area. India exported £3 million (2 per cent) more and Trinidad and Tobago an additional £1 million (3 per cent).

The largest fall in value of exports since the second quarter of 1966 was recorded by New Zealand with an overall decrease of £17 million (15 per cent) reflecting reduced sales to the United Kingdom of £6 million (13 per cent) and the European Economic Community of £11 million (49 per cent). These decreases were mainly attributable to lower shipments of wool.

(*Continued on page* 1330)

Table A
Overseas Sterling Area trade
SEASONALLY ADJUSTED VALUES)

£ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1964								
1st quarter.	364	225	784	1,372	378	247	1,000	1,622
2nd quarter	374	245	794	1,413	392	255	1,022	1,672
3rd quarter	372	249	763	1,384	387	280	1,074	1,739
4th quarter	372	256	802	1,429	400	254	1,135	1,790
1965								
1st quarter.	368	259	804	1,431	436	265	1,126	1,830
2nd quarter	362	250	824	1,437	418	262	1,180	1,861
3rd quarter	359	244	858	1,461	434	265	1,179	1,874
4th quarter	370	255	874	1,498	421	258	1,155	1,835
1966 (*a*)								
1st quarter.	372	211	921	1,507	407	243	1,210	1,862
2nd quarter	352	219	913	1,486	372	238	1,107	1,718
3rd quarter	363	224	959	1,543	413	258	1,195	1,862
4th quarter	337	246	982	1,563	418	268	1,187	1,874
1967 (*a*)								
1st quarter.	390	248	963	1,602	436	283	1,323	2,044
2nd quarter	371	232	995	1,600	414	254	1,256	1,925

(*a*) Excluding Rhodesia

Table B

Overseas Sterling countries' trade by direction
PERCENTAGE CHANGE BETWEEN 2nd QUARTER 1966 and 2nd QUARTER 1967

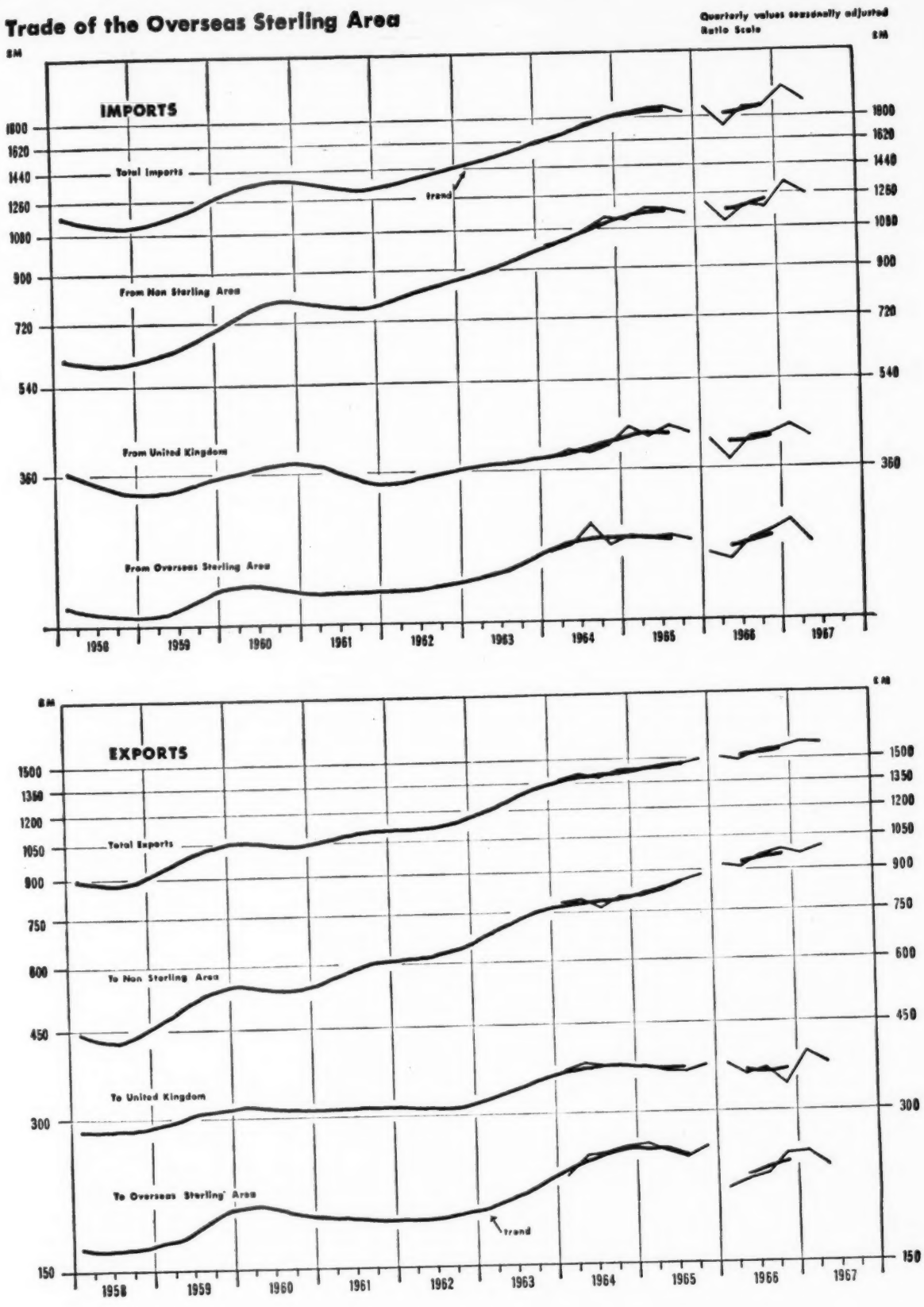
	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+ 5	+6	+ 5	— 3	+19	+ 9	+ 8
Imports	+11	+7	+18	+15	+ 9	+13	+12

Table C

Exports of some major commodities from the Overseas Sterling Area

	Unit of quantity	Exports in second quarter 1967			
		Quantity		Value	
		Unit	% change on a year earlier	£ million	% change on a year earlier
Raw wool	lbs. million	597·5	— 7	116	— 15
Raw cotton	lbs. million	233·8	+52	20	+ 38
Raw jute	tons '000	158·0	+19	16	+ 32
Wheat	tons '000	2,168·0	+99	48	+109
Raw sugar	tons '000	1,129·0	+18	36	+ 7
Lead	tons '000	102·2	+ 4	10	—
Tin	tons '000	21·7	+ 2	29	+ 2
Copper	tons '000	173·2	—	72	—
Raw cocoa	tons '000	277·9	+13	49	+ 45
Raw coffee	lbs. million	196·8	+14	22	+ 5
Tea	lbs. million	206·0	— 5	36	— 7
Natural rubber	tons '000	317·3	—	57	—
Cotton piece-goods	yd. million	295·5	+ 8	19	— 1
Jute goods	tons '000	321·8	+ 9	42	+ 2
Meat and meat preparations	cwts. million	5·6	— 7	66	— 11

Trade of the Overseas Sterling Area



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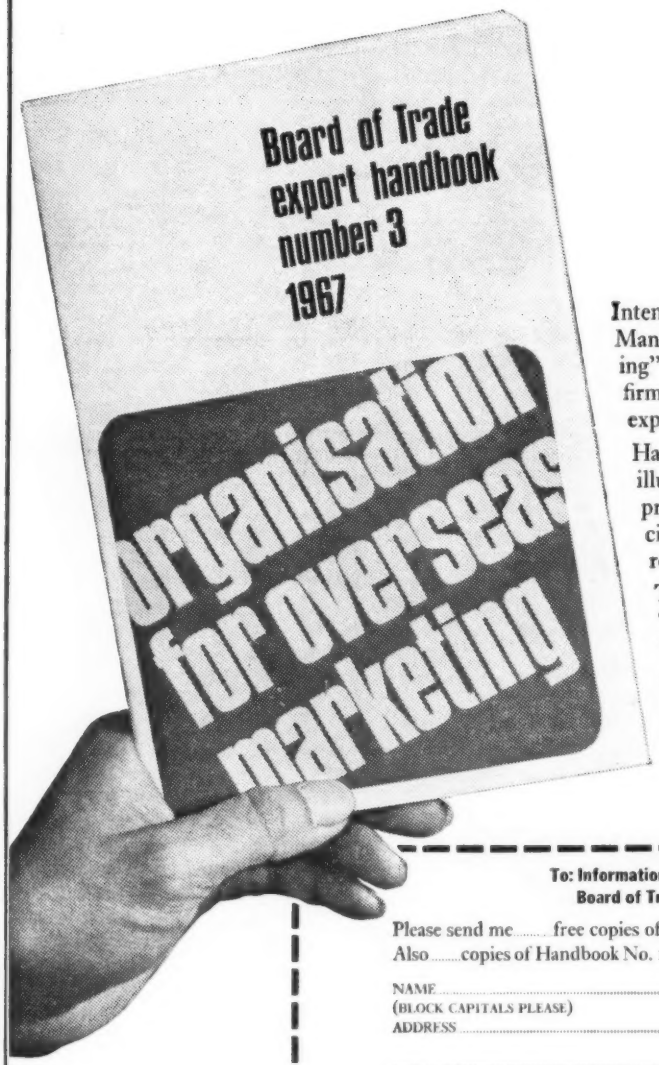

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Imports into overseas sterling countries

Imports into the overseas sterling area in the second quarter of 1967 dropped below the peak reached in the first quarter, but increased by £207 million (12 per cent) compared with the same period of 1966. Over two-thirds of the increase since the second quarter of 1966 was in imports from the non-sterling area which were £149 million (13 per cent) higher, reflecting major increases of £50 million (15 per cent) from the United States and of £37 million (15 per cent) from the European Economic Community. Imports from the United Kingdom also showed a marked increase of £42 million or 11 per cent and imports from the overseas sterling countries to each other rose by £16 million or 7 per cent.

Of the individual countries, the most significant rise in imports was by Pakistan, £47 million (68 per cent). Of this increase £42 million was supplied by countries of the non-sterling area, particularly North America and the European Economic Community countries who accounted for £24 million and £7 million respectively. Imports from the overseas sterling area rose by £5 million. A major contribution to Pakistan's higher imports was the import of large quantities of food grains following poor harvests. Australia's imports also rose by £46 million (17 per cent), over three-quarters of which was from the non-sterling area, notably the United States (£22 million). Increased imports from the United Kingdom, Canada, Japan and the European Economic Community accounted for a further £15 million. South Africa's imports also rose sharply by £45 million (24 per cent). Imports into Hong Kong were up by £18 million (12 per cent) with increases from most sources. India and the Irish Republic both recorded rises of £13 million (6 per cent and 15 per cent respectively).

A decline in imports was shown in several instances; New Zealand

Table D

Overseas Sterling countries' imports from industrial countries (i)

2nd QUARTER 1966 COMPARED WITH 2nd QUARTER 1967

Imports from / Imports into		United Kingdom	German Federal Republic	EEC (ii)	EFTA (excluding UK)	North America	Japan	Total Industrial Countries	Total Imports
Australia:									
(a) 2nd Quarter 1966	£m.	71	17	37	12	70	25	215	267
(b) 2nd Quarter 1967	£m.	74	17	40	12	95	30	253	314
(c) Percentage change		+4	—1	+9	+2	+37	+21	+18	+17
Hong Kong:									
(a)	£m.	14	4	12	5	17	27	75	146
(b)	£m.	16	5	14	6	23	32	91	164
(c)	%	+17	+40	+12	+17	+33	+21	+21	+12
India:									
(a)	£m.	21	17	30	5	100	16	172	238
(b)	£m.	22	20	34	7	107	13	183	251
(c)	%	+5	+21	+14	+26	+7	—19	+6	+6
Irish Republic:									
(a)	£m.	43	5	12	3	10	1	72	86
(b)	£m.	49	6	14	4	9	1	80	98
(c)	%	+16	+8	+15	+9	—9	+44	+11	+15
New Zealand:									
(a)	£m.	35	3	6	2	14	5	63	98
(b)	£m.	34	3	7	2	15	6	65	96
(c)	%	—3	+14	+27	+6	+4	+13	+3	—2
Pakistan:									
(a)	£m.	14	7	13	4	21	7	59	70
(b)	£m.	15	10	20	3	45	10	93	118
(c)	%	+4	+35	+54	—23	+111	+44	+57	+68
Overseas Sterling Area: (iii)									
(a)	£m.	375	110	249	63	371	134	1,200	1,735
(b)	£m.	418	125	286	67	439	149	1,367	1,943
(c)	%	+11	+14	+15	+6	+18	+12	+14	+12

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.
(ii) Including German Federal Republic.
(iii) Provisional.

Table 1. Direction of trade of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS (d)									
1962	350	210	560	254	184	46	335	819	1,379
1963	368	225	593	297	199	50	361	907	1,500
1964	389	259	648	377	227	57	396	1,058	1,706
1965	427	263	690	390	272	61	437	1,160	1,850
1966	402	252	654	396	260	63	456	1,175	1,829
1965 3rd quarter	427	272	699	421	273	62	439	1,194	1,893
4th quarter	423	258	681	378	275	64	442	1,159	1,840
1966 1st quarter	409	233	642	403	258	64	453	1,177	1,819
2nd quarter	375	241	617	371	249	63	435	1,118	1,735
3rd quarter	406	264	670	418	270	60	463	1,211	1,881
4th quarter	419	268	687	391	264	65	473	1,193	1,880
1967 1st quarter (b) (e)	437	271	708	427	290	66	504	1,288	1,996
2nd quarter (b) (e)	418	257	675	439	286	67	476	1,268	1,943
EXPORTS (c) (d)									
1962	308	188	496	176	173	20	250	619	1,115
1963	334	206	541	192	204	24	296	716	1,257
1964	370	244	614	199	236	28	322	785	1,400
1965	365	252	617	216	252	33	339	840	1,457
1966	356	225	581	249	278	35	382	944	1,525
1965 3rd quarter	347	250	598	229	237	33	331	831	1,429
4th quarter	375	253	628	224	257	36	350	867	1,495
1966 1st quarter	368	207	575	225	280	35	383	923	1,498
2nd quarter	362	220	583	253	290	36	371	950	1,532
3rd quarter	351	229	581	264	265	33	368	929	1,510
4th quarter	342	244	586	253	279	37	405	973	1,560
1967 1st quarter (b) (e)	385	242	627	231	281	40	412	964	1,591
2nd quarter (b) (e)	381	233	614	266	282	39	447	1,034	1,647

Estimated direction of trade of Sterling Persian Gulf States (f)

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS									
1967 1st quarter	15	7	22	17	14	4	15	50	72
2nd quarter	12	9	21	14	13	4	19	50	71
EXPORTS									
1967 1st quarter	21	23	44	5	97	11	62	175	219
2nd quarter	19	23	42	7	76	9	45	137	179

(a) Not including Finland. (b) Partly estimated. (c) Exports include re-exports. (d) Excluding trade of Sterling Persian Gulf States. (e) Excluding Rhodesia. (f) For earlier figures, see *Board of Trade Journal* of May 12, 1967.

(*Continued on page* 1334)

THE QUEEN'S AWARD
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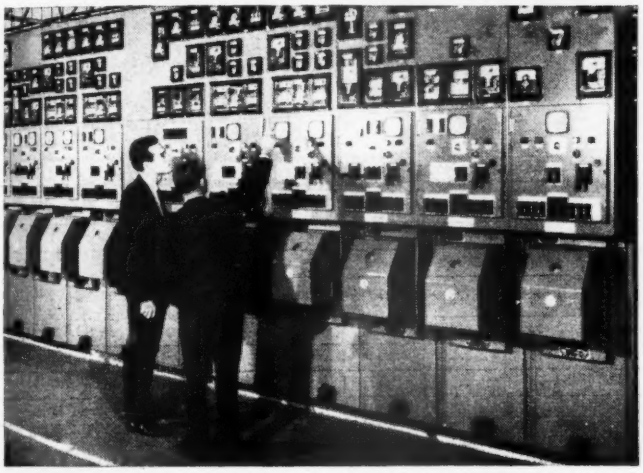
In electronics and automation our already large capability has been increased by the recent addition of Elliott-Automation to the world of English Electric—creating an advanced technological complex with an annual turnover of £150 million, the largest electronics unit in Europe.

Similarly, other acquisitions have increased our potential in diesel engines, and transmission and distribution equipment. For we engineer electrical and mechanical products as well as some of the most advanced electronic equipment.

Our third generation computers are still the most advanced in the world, and many of the world's most important computer orders have come to us.

Automation and Steel—A Success Story

At the £32 million extensions to the Rotherham Steelworks of The Park Gate Iron & Steel Co. Ltd., a T.I. Company, an integrated system using four English Electric computers has been in operation since mid-1964. This system, which covers operations from Production Planning to direct on-line control of individual processes, was at its inception very ambitious but it has proved to be very worthwhile. The cost of the computer-controlled shearing system which minimises waste in the shearing of billets and slabs was recovered within months of installation. Automatic control of the bloom mill has increased throughput capacity by at least 7% and a recent extension, the automatic size changing equipment on the continuous billet mill, has greatly increased the flexibility of this unit and virtually eliminated size changing delays. Availability of these systems has exceeded target figures, and 99.75% is typical for the on-line controls. English Electric, through its Industrial Control & Automation organisation, has 19 computer systems for the steel industry delivered or on order. *All in the world of English Electric.*



English Electric share in the biggest Anglo-Soviet contract

The Large Industrial Machines Division of English Electric have been awarded two contracts by C.J.B. (Projects) Ltd., for electrical equipment in new Russian chemical plants. These orders are part of the largest contract in Anglo-Soviet trading history. One English Electric contract covers the supply of 750 motors, switchgear and control equipment for producing polyester fibre. The other covers motors and control equipment for the production of paraxylene, a feedstock for the manufacture of terylene, one of the principal feedstocks in polyester fibre production. English Electric have also supplied similar equipment to Czechoslovakia, Bulgaria and East Germany. *All in the world of English Electric.*

Bank orders largest, most advanced computer banking system

By early 1971 the Midland Bank will be operating the world's largest and most advanced on-line computer banking system. Five English Electric System 4-70 computers, installed at centres in London and Liverpool, will be linked to branches by telephone line. A Midland Bank customer, no matter where he banks, will be able to walk into any one of 2,650 branches and cash a cheque as simply as if it were his own branch. The new scheme will be, in effect, a national computer grid, only operable by "third generation" machines with the power of the large System 4's. Other System 4-70's have been ordered by the GPO, the Ministry of Social Security, the Ministry of Transport. A System 4 computer can be seen in operation at our Acton works. *All in the world of English Electric.*

ENGLISH ELECTRIC

THE ENGLISH ELECTRIC COMPANIES · THE MARCONI COMPANIES · ENGLISH ELECTRIC COMPUTERS
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OVERSEAS STERLING AREA TRADE, *continued*

£2 million (2 per cent), Ceylon £5 million (12 per cent) and Trinidad and Tobago £3 million (9 per cent).

Firm figures of sources of overseas sterling imports are only available for the six countries shown in Table D. Nevertheless, provisional estimates suggest that imports from industrial countries rose by £167 million (14 per cent) compared with the second quarter of 1966, and accounted for about four-fifths of the increase in total imports. North America supplied an additional £68 million (18 per cent), the United Kingdom £42 million (11 per cent) and the countries of the European Economic Community £37 million (15 per cent).

Statistical notes

Definitions of the statistics in the tables were given in the 'Statistical Notes' to the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* of May 12, 1967 (page 1223).

Table 2. Trade of the Commonwealth and Sterling Area

Quarters or quarterly averages in £ million

	1963	1964	1965	1966	1965		1966				1967		
					3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter
IMPORTS (*a*):													
Australia	220	265	297	286	319	292	289	267	312	274	303	314	329
Ceylon	28	37	28	38	27	24	33	41	40	38	35	36	
Kenya, Tanzania (*b*), Uganda	38	39	46	56	47	49	51	51	59	63	61	55(*m*)	
Ghana	33	30	40	31	44	51	44	22	26	34	33	26(*m*)	
Hong Kong	116	134	140	158	131	148	140	146	172	173	177	164	130
India	221	252	259	241	268	259	271	238	236	219	286	251	
Irish Republic	77	87	93	93	88	91	90	86	97	99	100	98	
Jamaica	20	25	26	29	25	25	27	25	32	30	31	31(*m*)	
Malaya	44	47	49	50	49	46	50	50	50	50	49	60(*m*)	
Mediterranean Territories (*c*)	23	22	24	26	24	28	25	25	25	29	27	26	
New Zealand	82	87	95	98	108	97	94	98	102	96	97	96	86
Nigeria	52	63	69	64	67	72	65	57	67	67	68	59(*m*)	
Pakistan	79	89	93	80	95	71	79	70	82	90	100	118	
Malawi	..	4	5	7	5	5	7	7	7	7	4	4(*m*)	
Rhodesia (*d*)	34	27	30	—	33	29	..	..	..	..	..	..	
Zambia	..	20	26	31	30	27	31	31	31	31	33	33(*m*)	
Singapore	103	78	85	91	85	85	90	88	91	96	92	90(*m*)	
South Africa (*e*) (*f*)	150	191	219	205	226	194	195	188	214	224	258	233	227
Trinidad and Tobago	34	38	42	41	40	43	39	41	40	44	38	37	
Other	147	172	184	205	184	201	199	204	198	216	204	213	
OVERSEAS STERLING AREA (excluding Persian Gulf States)(*g*)	1,500	1,706	1,850	1,829	1,893	1,840	1,819	1,735	1,881	1,880	1,996	1,943	
PERSIAN GULF STATES (*h*)(*i*)	51	52	55	65	46	61	63	68	65	65	72	71	
UNITED KINGDOM (*j*)	1,246	1,424	1,438	1,488	1,428	1,467	1,545	1,494	1,499	1,416	1,609	1,620	1,523
TOTAL STERLING AREA (excluding Persian Gulf States) (*g*)	2,746	3,130	3,288	3,318	3,321	3,307	3,364	3,229	3,380	3,296	3,605	3,563	
STERLING COMMONWEALTH (*g*)(*k*)	2,475	2,801	2,921	2,952	2,952	2,958	3,016	2,886	3,002	2,901	3,182	3,158	
CANADA	543	622	716	820	702	811	732	862	783	902	836	975	875
RHODESIA	..	27	30	..	33	29	..	..	..	..	..	..	
COMMONWEALTH (*g*)(*k*)	3,018	3,423	3,637	3,771	3,655	3,769	3,748	3,748	3,784	3,803	4,018	4,133	
EXPORTS (*a*):													
Australia	247	271	269	279	264	274	264	291	278	282	304	314	288
Ceylon	32	35	36	31	42	32	33	36	31	26	32	30	
Kenya, Tanzania (*b*), Uganda	43	48	45	54	41	49	56	51	53	55	56	51(*m*)	
Ghana	24	26	26	22	25	15	18	36	18	15	26	48(*m*)	
Hong Kong	78	90	102	118	100	112	106	106	126	135	129	131	132
India	145	152	151	140	150	161	153	126	134	146	145	128	
Irish Republic	49	56	56	61	64	61	58	51	66	68	64	67	
Jamaica	18	19	19	20	19	15	20	24	20	17	23	24(*m*)	
Malaya	57	58	64	63	73	61	63	63	63	63	59	76(*m*)	
Mediterranean Territories (*c*)	7	7	9	10	9	9	10	12	9	9	10	14	
New Zealand	82	96	90	96	65	84	114	113	80	75	108	96	73
Nigeria	47	53	67	71	73	60	70	71	71	71	77	85(*m*)	
Pakistan	37	46	47	54	36	60	59	49	42	64	57	62	
Malawi	..	3	4	4	4	4	3	3	3	3	4	4(*m*)	
Rhodesia (*d*)	56	34	39	—	48	42	..	..	..	..	..	..	
Zambia	..	42	48	62	50	49	62	62	62	62	73	73(*m*)	
Singapore	67	50	55	66	57	59	64	64	69	70	59	59(*m*)	
South Africa (*e*)	114	120	126	146	117	144	130	146	150	157	153	153	111
Trinidad and Tobago	31	34	34	36	28	33	37	38	34	35	37	40	
Other	123	158	171	193	165	171	177	190	200	207	173	194	
OVERSEAS STERLING AREA (excluding Persian Gulf States) (*g*)	1,257	1,400	1,457	1,525	1,429	1,495	1,498	1,532	1,510	1,560	1,591	1,647	
PERSIAN GULF STATES (*h*)(*i*)	151	183	177	193	175	180	188	187	191	206	219	179	
UNITED KINGDOM (*l*)	1,091	1,141	1,225	1,309	1,184	1,307	1,317	1,247	1,245	1,426	1,381	1,385	1,229
TOTAL STERLING AREA (excluding Persian Gulf States)(*g*)	2,348	2,541	2,682	2,834	2,613	2,801	2,815	2,779	2,755	2,986	2,972	3,032	
STERLING COMMONWEALTH (*g*)(*k*)	2,142	2,290	2,416	2,523	2,361	2,521	2,525	2,479	2,437	2,653	2,654	2,711	
CANADA	578	689	727	858	734	840	738	852	898	943	869	992	854
RHODESIA	..	34	39	..	48	42	..	..	..	..	..	..	
COMMONWEALTH (*g*)(*k*)	2,720	2,980	3,143	3,381	3,095	3,361	3,263	3,331	3,335	3,595	3,524	3,703	

(*a*) For valuation see statistical notes. (*b*) Formerly Tanganyika and Zanzibar. (*c*) Cyprus, Gibraltar, Malta. (*d*) From January 1, 1964, figures for all trade are recorded separately for Malawi, Rhodesia and Zambia, including trade between the countries. (*e*) Includes South West Africa and also the Southern African territories of Lesotho, Botswana and Swaziland. (*f*) Excludes military stores from 3rd quarter, 1963. (*g*) Excluding Rhodesia from January 1, 1966. (*h*) Kuwait, Muscat and Oman, Bahrain, Qatar and Trucial States. (*i*) Partially estimated. (*j*) Values include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (*k*) Excludes South and South West Africa; also excludes the Southern African territories of Lesotho, Botswana and Swaziland whose import and export trade in 1965 amounted to £30million and £23 million respectively. (*l*) Values include exports of pearls, diamonds and other precious and semi-precious stones. (*m*) Estimated.

(*Continued on page* 1336)

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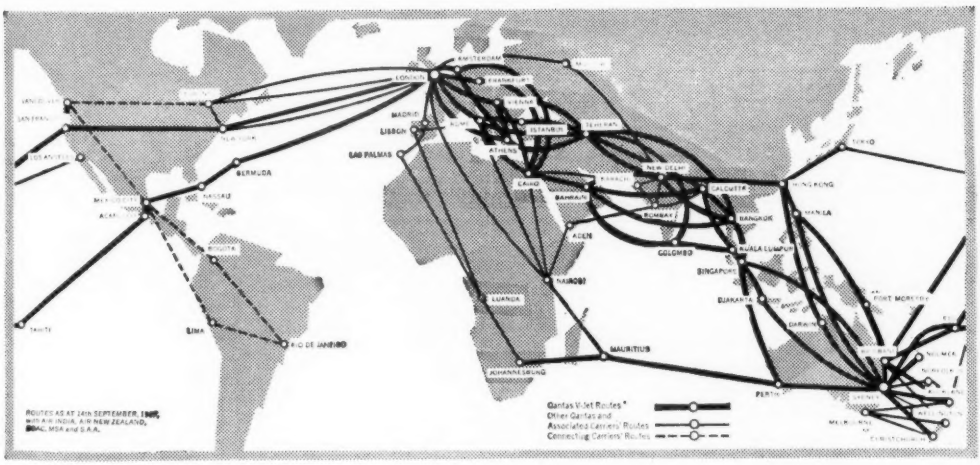

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OVERSEAS STERLING AREA TRADE, *continued*

Table 3. Principal exports of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	Raw Wool	Raw Cotton (*a*)	Raw Jute	Wheat	Raw Sugar (*b*)	Lead (*c*)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (*d*)
1962	112·5	11·8	14·6	22·0	29·4	6·5	18·9	34·2	26·9	11·5	48·1	69·7
1963	128·7	17·8	14·2	29·2	45·2	6·7	21·3	37·1	27·0	13·7	49·3	65·9
1964	139·7	14·5	16·0	32·1	44·4	8·4	24·4	45·6	28·6	19·8	48·2	55·3
1965	119·0	17·2	16·5	33·7	34·3	9·8	29·1	54·1	29·1	16·8	47·5	57·2
1966 (*e*) (*i*)	124·7	15·6	16·6	22·5	34·1	9·4	28·4	75·6	21·4	21·5	42·6	60·3
1966 1st quarter (*e*) (*i*)	142·8	19·0	21·6	23·6	25·3	10·4	27·9	67·9	21·4	23·8	42·8	62·2
2nd quarter (*e*) (*i*)	135·2	14·4	12·4	23·2	33·2	9·6	28·6	72·5	33·8	20·7	39·1	57·0
3rd quarter (*e*) (*i*)	92·9	11·5	7·8	21·8	45·4	9·7	28·0	79·5	16·7	24·7	42·4	60·1
4th quarter (*e*) (*i*)	127·7	16·5	24·6	25·4	32·6	7·8	29·3	82·5	13·7	16·3	45·9	61·8
1967 1st quarter (*e*) (*i*)	133·3	20·2	22·3	49·0	23·7	8·8	29·2	65·6	30·8	20·5	45·0	51·8
2nd quarter (*e*) (*i*)	115·7	19·9	16·3	48·5	35·6	9·6	29·1	72·3	48·9	21·8	36·2	57·1

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (*f*)	Dairy Products (*g*)	Hides and Skins (*h*)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetable Oils	Oilseeds and Nuts
1962	15·1	33·9	50·7	27·6	21·5	13·0	12·4	28·4	15·6	3·9	11·7	22·7
1963	17·0	35·6	55·5	30·8	23·7	15·3	13·4	29·1	18·1	3·6	13·5	25·4
1964	20·3	38·3	62·4	35·9	24·8	16·7	13·0	34·3	18·1	3·7	15·0	23·1
1965	21·6	39·4	64·7	35·9	24·7	17·9	13·3	36·2	20·2	4·3	14·9	24·6
1966 (*e*) (*i*)	20·4	42·6	67·9	35·8	31·7	18·2	13·8	36·1	6·5	6·1	13·4	23·9
1966 1st quarter (*e*) (*i*)	22·6	43·0	66·8	41·9	28·9	17·9	14·2	33·6	4·8	3·3	13·6	23·4
2nd quarter (*e*) (*i*)	19·7	41·8	74·2	27·4	35·3	16·7	15·2	54·4	9·8	6·2	13·6	25·9
3rd quarter (*e*) (*i*)	17·7	42·3	76·8	28·7	34·4	19·0	13·6	31·8	5·7	6·8	14·4	26·3
4th quarter (*e*) (*i*)	21·8	43·3	53·9	45·2	28·4	19·3	12·3	24·5	5·6	8·0	11·9	20·0
1967 1st quarter (*e*) (*i*)	20·6	40·7	67·6	47·8	27·1	16·4	13·4	34·0	4·7	2·9	12·7	23·0
2nd quarter (*e*) (*i*)	19·5	42·5	66·4	35·8	28·1	17·6	14·8	53·8	12·0	6·5	13·0	25·9

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excluding gutta-percha and jelutong. Includes re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) were valued at £16·4 million for the year 1966. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins. (*i*) Excluding Rhodesia.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, November 17, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Pathe Pictorial Series 664-676:					
Pathe Pictorial No. 674	Br/E 32734	8	November 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 675	Br/E 32735	8	November 13	" "	" "
West at Work	Br/E 32740	10	November 15	D.U.K. Films Ltd.	Armada Productions.
Sumuru	Br/E 32742	84	November 15	Warner-Pathe Distributors Ltd.	Sumuru Films Ltd.
Sense or Nonsense	Br/E 32747	25	November 17	British Lion Films Ltd.	Aquarius Films Ltd.
Look at Life Series 35:					
Fifty	Br/E 32748	11	November 17	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Childhood	Br/E 32749	11	November 17	" "	" "
The Vengeance of Fu Manchu	Br/E 32750	89	November 17	Warner-Pathe Distributors Ltd.	Babasdave Films Ltd.
Pathe News 67-91	Br/E 32329	7	November 17	" "	Associated British-Pathe Ltd.
Pathe News 67-92	Br/E 32330	7	November 17	" "	" "
Movietone News 2005	Br/E 32463	7	November 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2005A	Br/E 32464	7	November 17	" "	" "
			FOREIGN		
The Blacksmith's Apprentice	F 32733	10	November 13	Amanda Films Ltd.	Zagreb Film, Belgrade.
October Revolution	F 32736	93	November 14	Paramount Film Service Ltd.	Frederick Rossif, Paris.
Sky Over Holland	F 32737	22	November 14	Richard Schulman (Entertainments) Ltd.	John Ferno, Netherlands Information Service.
The Serpent	F 32738	96	November 15	" "	Minerva Film AB International, Stockholm.
The Embalmer	F 32739	50	November 15	D.U.K. Films Ltd.	Gondola Film Mestre (V.E.), Rome.
Torture Garden	F 32741	93	November 15	Columbia Pictures Corp. Ltd.	Amicus Productions Ltd.
The Tenth Victim	F 32743	92	November 16	Planet Film Distributors Ltd.	Carlo Ponti Compagna Cinematografica Champione, S.p.A., Rome.
The Building Game	F 32744	18	November 17	Contemporary Films Ltd.	Nederlandse Vereming Van Weguibouwers, The Hague.
Barrier	F 32745	83	November 17	" "	Films of Poland, Warsaw.
Hour of the Gun	F 32746	101	November 17	United Artists Corp. Ltd.	Mirisch-Kappa Productions.

CORRECTIONS TO THE REGISTER:
The title of the film 'La Pigalle Patrol' (F 32579) registered on August 14, 1967, has been corrected to read 'Le Pig-Al Patrol'.
The title of the film 'Plink Plonk Plink' (F 32377) registered on June 7, 1967, has been corrected to read 'Pink Plunk Plink'.

Index of industrial production for September

THE INDEX of industrial production for September 1967, seasonally adjusted, is estimated provisionally at 132 (1958=100) compared with 133 for August. For manufacturing industry alone the figures were 133 and 134 respectively.

For the three months July to September 1967 it is provisionally estimated that production as a whole was virtually unchanged from the level of the preceding three months, April to June 1967; for manufacturing industries alone there was an increase of 0.8 per cent. Detailed tables will appear in next week's issue of the *Board of Trade Journal*.

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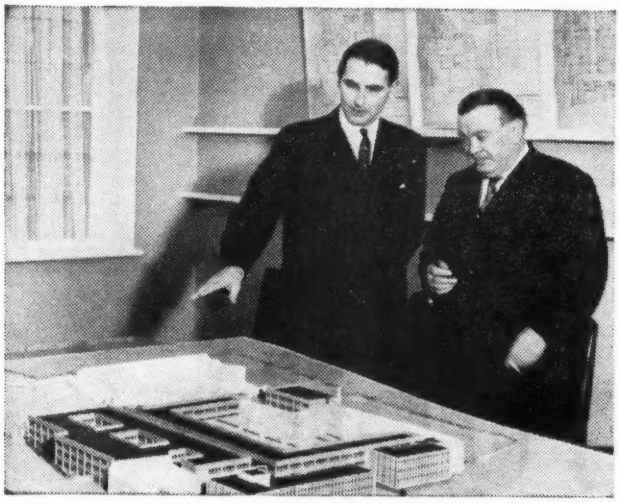

On November 3, Mr. R. J. Gunter, Minister of Labour and Mrs. Gunter were the guests of Doulton Fine China Limited on the occasion of a private visit to the Company's 12-acre factory at Burslem, Stoke-on-Trent. It was designed to provide the Minister with a first hand appreciation of the technological advances made in recent years and the awareness of modern industrial needs in the building of a new and more highly qualified generation as reflected in the wide and varying programme of training covering both school-leavers and university graduates. Above, Mr. R. J. Bailey, managing director, outlines the factory reconstruction and redevelopment to Mr. Gunter, with the aid of a scale model of the scheme.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in September was 4 per cent higher than the previous year, compared with increases of 2 per cent and 4 per cent in August and July respectively. The third quarter as a whole showed an increase of 3 per cent on the corresponding year earlier period, compared with no change in the second quarter and an increase of 1 per cent in the first quarter.

Food shops and clothing and footwear shops showed increases of 4 per cent and 1 per cent respectively on a year earlier, while household goods shops showed no change on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1967 1st quarter	118	+ 1	133	+ 3	92	—10	112	+ 2	114	+ 5
2nd quarter	124	Nil	133	+ 1	108	— 7	118	+ 4	122	Nil
3rd quarter	123	+ 3	130	+ 5	105	— 3	120	+ 5	125	+ 4
1966 September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8
March	120	+ 1	137	+ 2	98	— 9	93	— 1	118	+ 6
April	118	— 2	132	+ 1	89	—12	108	+ 1	122	— 3
May	130	— 2	135	— 1	121	— 6	126	+ 2	129	Nil
June	124	+ 3	133	+ 4	114	— 4	121	+11	117	+ 3
July	120	+ 4	126	+ 7	101	— 2	119	+ 5	123	+ 2
August	124	+ 2	129	+ 3	106	— 9	125	+11	130	+ 4
September	125	+ 4	135	+ 4	109	+ 1	117	Nil	122	+ 6

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 24488, Ext. 213).

Orders in the textile and clothing industries

THE RECOVERY in net new orders received by the textile and clothing industries, indicated by a sharp upturn in August, was confirmed by a further modest improvement in September and in the third quarter of 1967 net new orders received were 7 per cent more than in the second quarter. The rise in net new orders was reflected in a 2 per cent increase in deliveries over the same two quarters. After falling to a low level in July, orders-on-hand lengthened in the following two months and at the end of September were 2 per cent more than at the end of June.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	95	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	105	105	91	94	92	93
2nd quarter*	108	105	95	90	92	91
3rd quarter*	101	107	83	96	90	93
1966 July	122	122	75	91	90	99
August	115	118	65	84	85	96
September	109	115	83	84	100	93
October	106	107	95	76	104	93
November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January	105	105	87	94	87	91
February	105	105	99	95	99	94
March	105	105	87	91	90	93
April*	106	106	100	92	95	90
May*	109	106	94	89	87	88
June*	108	105	90	90	94	95
July*	103	102	74	89	87	96
August*	101	104	76	98	82	92
September*	101	107	99	100	99	92

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
*Provisional.

Cinema admissions and takings in August

DURING AUGUST, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 6.0 million and the weekly average of gross box office takings was £1.30 million.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businesmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Production in the cotton and wool textile industries

THE COTTON INDUSTRY

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in September was 13 per cent less than in September 1966.

Statistics issued by the Textile Council show that in the period January-September the amount of cloth woven was 19 per cent less than in the same period last year. Production of single yarn and the amount of yarn doubled were 15 and 11 per cent less respectively.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1966 September	7·80	2·36	2·18	1·95	1·30	16·3	11·1
October	9·70	2·82	2·58	1·97	1·45	18·3	12·2
November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9
December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

THE WOOL TEXTILE INDUSTRY

THE VOLUME of production in the wool textile industry in September was 7 per cent less than in September 1966.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 9 per cent and 2 per cent less respectively than in September 1966. The rate of production of wool and hair tops was 21 per cent less and of man-made fibre tops 7 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1958	111·1	74·2	3·7	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	5·3	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	9·4	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	9·1	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	8·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr..	87·8	53·0	15·2	69·8	50·4	41·9	29·9	7·1
4th qtr..	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr..	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
1966 July	29·6	18·4	5·3	23·4	16·1	14·5	10·3	1·9
August	24·7	13·9	4·0	20·5	15·1	11·9	8·0	2·3
Sept.	33·5	20·7	5·9	25·9	19·2	15·5	11·6	2·9
1967 July	28·4	17·6	5·1	21·9	15·5	13·6	9·9	1·7
August	20·1	9·7	3·7	19·6	12·2	12·1	7·6	2·3
Sept.	28·1	15·7	5·2	24·3	16·3	13·8	10·8	2·8

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (*a*)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.	£m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1966	7·17	15·67	5·02	7·38	15·96	20·29	0·92	29·07
1965								
1st qtr.	7·72	16·41	5·40	7·82	15·79	20·83	1·06	29·97
2nd qtr.	7·09	15·87	5·00	7·54	17·32	22·24	1·10	30·51
3rd qtr.	6·79	15·31	5·03	7·53	17·93	23·32	1·25	31·00
4th qtr.	7·38	16·41	5·08	7·31	16·96	22·39	1·17	30·58
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80
2nd qtr.	7·39	16·05	5·01	7·50	15·20	19·06	0·92	28·52
3rd qtr.	6·67	14·38	4·66	6·62	15·62	19·85	0·91	27·85
4th qtr.	7·13	15·38	5·29	7·96	16·75	21·13	0·95	30·13
1967								
1st qtr.	6·77	15·31	4·99	7·55	15·36	19·97	0·97	28·09
2nd qtr.	5·98	13·53	4·98	7·65	15·97	19·74	0·90	27·83
3rd qtr.	5·18	11·49	4·17	6·34	14·59	18·53	0·79	24·73

(*a*) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table: sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Index of retail prices, October 1957

AT OCTOBER 17, 1967, the official index figure which measures changes in the average level of retail prices, compared with the level at January 16, 1962 (taken as 100), was 119.7, compared with 118.8 at September 19. The rise in the index during the month was due mainly to a seasonal increase in the average prices of household coal and to an increase in the charges for electricity.

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Metal working machine tools, deliveries and orders in September

THE MINISTRY of Technology provisionally estimate that in September 1967, total deliveries of machine tools amounted to over £14 million, and net new orders to over £15 million. Orders on hand thus increased by £1 million to around £94 million, about 10 per cent lower than a year earlier. Export orders on hand were substantially higher than a year earlier, home orders substantially lower.

On a seasonally adjusted basis, deliveries were £1 million below the very high August figure. Net new orders were up by £3 million, due to substantial export orders from Russia; home orders were very low.

Final figures for the second quarter are incorporated in the tables below, with consequential amendments to the estimates for July and August. Orders on hand are now seen to have been much higher than provisionally estimated with a corresponding increase in net new orders, especially for the home market.

Home market

Seasonally adjusted deliveries to the home market were over £9½ million in September and the average of the last three months is slightly above the previous three months continuing the slow upward trend. Net new orders at just over £5 million, seasonally adjusted, were the lowest this year, and probably for the last four years. Even with the good August figure, the average for the third quarter of the year is nearly 20 per cent below the second quarter, although still well above the very low level of the first quarter. Orders on hand dropped sharply, by over £5 million, in September to little more than £50 million, 30 per cent below September 1966 and equivalent to only 5½ months' work.

Export market

Deliveries for export were £3½ million, seasonally adjusted, nearly £1 million lower than in August, but the average for the latest three months shows little change from the high level of the previous three months. Net new orders rose to nearly £11 million, the highest on record, largely due to substantial orders from Russia. Thus the order book improved by £7 million to over £40 million, more than a third higher than a year earlier and equivalent to 9½ months' work.

The current monthly figures shown in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter	38·2	9·4	28·8	100·6	29·5	71·1	33·4	8·6	24·8
1967 1st quarter (3)	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter*	38·1	10·9	27·2	93·7	41·2	52·5	36·9	17·8	19·1
4th quarter									
1966 January	10·9	2·5	8·4	106·5	29·5	77·0	13·2	3·1	10·1
February	11·6	3·0	8·6	104·1	28·3	75·8	9·1	1·8	7·3
March	15·4	3·6	11·8	104·9	28·3	76·6	16·3	3·6	12·7
April	10·5	2·2	8·3	107·5	29·6	77·9	13·1	3·6	9·5
May	12·0	2·8	9·2	107·3	30·2	77·1	11·8	3·4	8·4
June	13·1	2·9	10·2	107·7	30·0	77·7	13·4	2·6	10·8
July	11·3	2·6	8·7	110·8	30·9	79·9	14·4	3·5	10·9
August	11·2	3·1	8·1	108·8	30·9	77·9	9·2	3·1	6·1
September	14·9	3·7	11·2	105·4	30·3	75·1	11·6	3·1	8·5
October	12·3	3·4	8·9	103·9	30·2	73·7	10·8	3·3	7·5
November	12·8	3·1	9·7	103·1	29·9	73·2	12·1	2·9	9·2
December	13·1	2·9	10·2	100·6	29·5	71·1	10·5	2·4	8·1
1967 January (3)	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July*	11·6	3·2	8·4	94·2	34·9	59·3	10·9	3·8	7·1
August*	12·1	3·9	8·2	92·6	34·2	58·4	10·6	3·2	7·4
September*	14·4	3·8	10·6	93·7	41·2	52·5	15·4	10·8	4·6
October									
November									
December									
October 1966 – September 1967*	154·4			93·7	41·2	52·5	141·7		
October 1965 – September 1966	147·5			105·4	30·3	75·1	150·6		
Percentage change (3)	+5			—11	+36	—30	—6		

* Provisional.
(1) Figures are derived from deliveries and the charge in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from 1st January, 1967 more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total net new orders, and home and export orders on hand are unaffected.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·2	29·4	72·8	145·5	36·4	109·1
1966 1st quarter	35·1	8·1	27·0	106·9	29·1	77·8	36·3	8·5	27·8
2nd quarter	37·2	8·4	28·8	108·0	29·7	78·3	38·2	8·9	29·3
3rd quarter	39·4	9·9	29·5	104·8	29·4	75·4	36·1	9·6	26·5
4th quarter	37·4	9·4	28·0	102·2	29·4	72·8	34·9	9·4	25·5
1967 1st quarter (3)	38·0	11·0	27·0	94·1	29·7	64·4	28·8	11·0	17·8
2nd quarter	39·1	11·5	27·6	95·5	33·4	62·1	40·5	15·2	25·3
3rd quarter*	40·3	11·6	28·7	93·4	39·5	53·9	38·1	17·6	20·5
4th quarter									
1966 January	11·1	2·4	8·7	106·8	29·4	77·4	12·2	3·0	9·2
February	11·2	2·7	8·5	105·2	28·9	76·3	9·6	2·3	7·3
March	12·8	3·0	9·8	106·9	29·1	77·8	14·5	3·2	11·3
April	11·7	2·7	9·0	108·4	29·8	78·6	13·1	3·4	9·7
May	12·2	2·9	9·3	108·1	29·9	78·2	11·9	2·9	9·0
June	13·3	2·8	10·5	108·0	29·7	78·3	13·2	2·6	10·6
July	12·4	3·0	9·4	108·0	30·0	78·0	12·4	3·4	9·0
August	13·3	3·5	9·8	105·7	29·7	76·0	11·0	3·2	7·8
September	13·7	3·4	10·3	104·8	29·4	75·4	12·7	3·0	9·7
October	13·0	3·5	9·5	103·2	29·1	74·1	11·4	3·2	8·2
November	12·5	3·3	9·2	102·9	29·1	73·8	12·2	3·2	9·0
December	11·9	2·6	9·3	102·2	29·4	72·8	11·3	3·0	8·3
1967 January (3)	13·2	3·3	9·9	99·1	30·0	69·1	9·1	3·6	5·5
February	11·7	3·6	8·1	96·8	29·6	67·2	9·3	3·2	6·1
March	13·1	4·1	9·0	94·1	29·7	64·4	10·4	4·2	6·2
April	12·0	4·0	8·0	92·6	28·2	64·4	10·5	2·5	8·0
May	14·4	4·3	10·1	94·2	29·6	64·6	16·0	5·7	10·3
June	12·7	3·2	9·5	95·5	33·4	62·1	14·0	7·0	7·0
July*	12·8	3·7	9·1	92·2	33·4	58·8	9·4	3·6	5·8
August*	14·3	4·4	9·9	90·6	32·2	58·4	12·8	3·3	9·5
September*	13·2	3·5	9·7	93·4	39·5	53·9	15·9	10·7	5·2
October									
November									
December									
Average of the latest 3 months*	13·4	3·9	9·5	93·4	39·5	53·9	12·7	5·9	6·8
Average of the previous 3 months	13·0	3·8	9·2	95·5	33·4	62·1	13·5	5·1	8·4
Percentage change	+3	+1	+4	—2	+18	—13	—6	+16	—19

*Provisional
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from 1st January 1967 more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable, the figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.

for about two-thirds of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Numerically controlled machine tools

Figures up to the end of 1966 were given in the *Board of Trade Journal* of May 19, 1967. Total figures of deliveries and orders up to mid-1967 are now available and are given in Table 3, together with slightly revised figures for 1966. Despite the important qualification to the 1966 vs 1967 comparison pointed out in footnote (1), it is obvious that the value of deliveries and orders for numerically controlled tools, both for home and export markets, have been substantially higher in January/June 1967 than January/June 1966. Orders received in this period have been double deliveries by value.

Exports (by value) in January/June 1967 represented 23 per cent of deliveries and nearly 50 per cent of new orders received.

January/June 1967 figures analysed by type of machine and control will be available shortly.

Table 3. Numerically controlled metal working machine tools

Quarter	Deliveries during the quarter			New orders received during the quarter			
	Total		For export	Total		For export	
	No.	Value £'000	Value £'000	No.	Value £'000	No.	Value £'000
1965							
4th quarter*	56	691	123	94	1,246	16	168
1966							
1st quarter*	58	698	25	111	1,568	33	502
2nd quarter*	90	973	137	135	1,756	51	801
3rd quarter*	82	930	296	104	1,636	31	742
4th quarter*	87	1,102	240	82	1,414	16	329
Year*	317	3,703	698	432	6,374	131	2,374
1967							
1st quarter	92	1,291	299	94	1,797	14	526
2nd quarter	115	1,385	308	124	3,612	36	2,138
3rd quarter							
4th quarter							

*Revised.
Notes:
(1) The 1965/6 figures cannot be directly compared with 1967 as the coverage of the industry is now more complete (possibly by as much as 10/15 per cent).
(2) Figures for 1967 are subject to revision.

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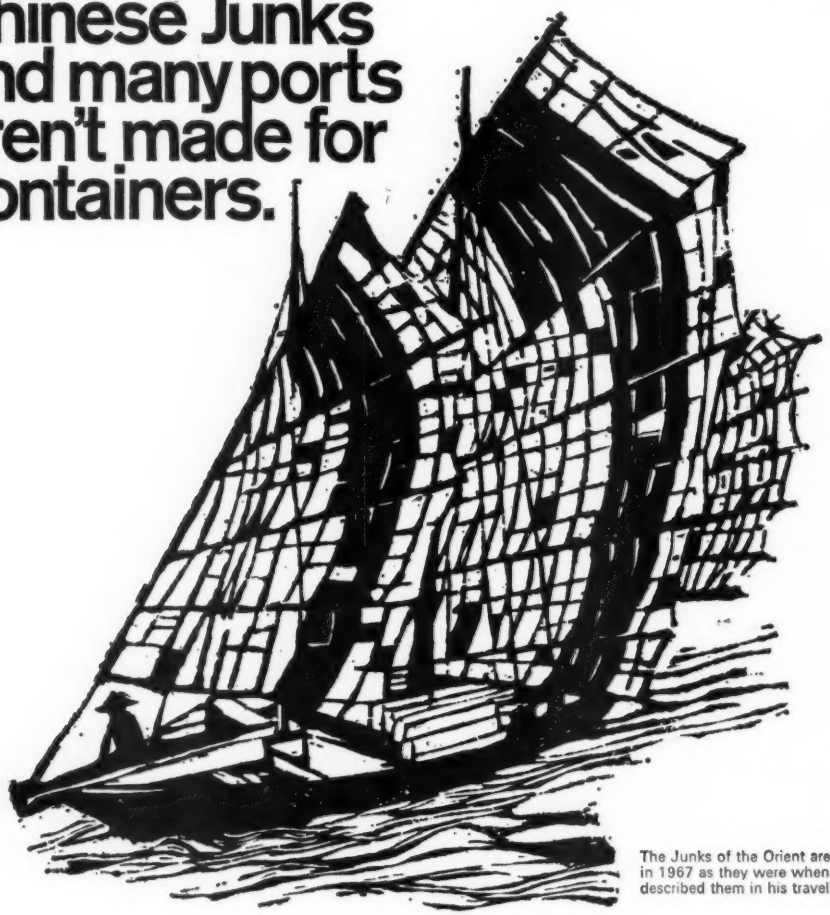
Containers aren't made for Chinese Junks and many ports aren't made for containers.



The Junks of the Orient are the same in 1967 as they were when Marco Polo described them in his travels in 1298.

But Baltimore is!

If you ship containerized cargo, then Baltimore is your port. Not only do we have vast facilities including the ability to handle lift-on/lift-off and roll-on/roll-off cargo, but we have the shipping lines to back us up.

Atlantic Container Line (the combined strength of Cunard Line, French Line, Holland-America Line, Swedish American Line, Swedish Transatlantic Line and Wallenius Lines) will call weekly at Baltimore's Dundalk Marine Terminal. Moore McCormack's American Scantic Container Line will service Scandinavia and Northern Europe. Six more berths will be built here to handle the increasing traffic at this public container terminal.

From the Canton terminal, Sea Land and U.S. Lines provide trans-Atlantic container service.

Other steamship lines are either in operation or contemplating service.

For Less-Container-Load shippers two major forwarding firms have issued container tariffs for shipments between Europe and the Port of Baltimore, passing on to shippers the savings brought about by the shorter distance from the Mid-Continental U.S. and Baltimore. And the shipper deals directly with one agency which assumes the responsibility for the entire movement from plant to customer. Let our nearest regional representative show you why the Port of Baltimore should be your container port.

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119 London Wall

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Brussels 13.01.49
Cable address:
MARPORT BRUSSELS
David K. Tosic
60 Rue Ravenstein

PORT OF BALTIMORE

Exhibitions and Fairs

Britain on show at Chicago Atom Fair

A report from the British Consulate-General, Chicago

FOR THE first time, 11 British firms, members of the British Nuclear Forum, participated in a joint venture stand sponsored by the Board of Trade at the 1967 Atom Fair held in the Conrad Hilton Hotel, Chicago, from November 6 to 8. They were joined by the United Kingdom Atomic Energy Authority, whose exhibit was adjacent.

The British participants, leaders in manufacturing and research in the fields of nuclear instrumentation and nucleonic components and services, included English Electric, Elliot-Automation, Babcock and Wilcox, Rolls Royce, Aiton & Co., Fairey Engineering, Spembly Technical Products, R. A. Stephen Co. Ltd., and Nuclear Engineering. These firms, together with the UKAEA exhibit, compelled considerable attention from both visitors and exhibitors alike, highlighting Britain's position in the field of nuclear energy.

Among the British products on display which were shown by means of photographs were desalination plants, reactor pressure boilers and vessels, core equipment, fuel handling plant, nuclear and process instrumentation for power reactors, reactor systems, components for all kinds of reactors, nuclear research equipment, uranium concentrates, protective clothing and technical magazines.

The UKAEA (Production Group) showed a fully-integrated nuclear fuel cycle service provided by AEA fuel manufacturing. Facilities at Springfield for producing fuel elements for all types of reactor systems were shown together with the processing plant at Windscale.

Meetings and symposia were held concurrently with the exhibition and about 400 technical papers were read, covering a broad spectrum of nuclear physics, radiation effects, and power reactor application. Twenty of these meetings were devoted solely to the design, construction and operation of commercial nuclear power plants. One session was dedicated to the recent start-up of the Connecticut Yankee nuclear power plant at Haddam Neck. Amongst those presenting papers were six Nobel prize-winning chemists and physicists including Dr. Glenn Seaborg of the American Atomic Energy Commission.

With the exception of the British Nuclear Forum, UKAEA and the Atomic Energy Commission of Canada, all the exhibitors were American. The exhibits on display ranged from samples of lead casting with nuclear application, shielding devices, isotope containers, control rods, fuel cladding, pumps for the nuclear power industry, protective clothing, and displays on high temperature gas-cooled nuclear reactors and gas-cooled fast breeder reactor systems.

Another of the highlights of the show was the Westinghouse exhibit which gave a firm presentation of atomic power's promise of things to come on land, sea, undersea and in space. In addition, they showed their capabilities in commercial atomic power and neutron detection and an actual control rod. However, despite this highly sophisticated type of American presentation the British exhibits easily got more attention and this, coupled with the recent announcement that the Federal Government favours competition in the comparatively new nuclear industry in the United States, gives grounds for hope that some business will radiate to British industry.

The 1968 Atom Fair will be held in Washington from November 10 to 15.

International Furniture Exhibition at Utrecht

A report from the British Embassy, The Hague

THE 11th bi-annual exhibition of furniture and furnishing fabrics was held at the Croeselaan site of the Royal Netherlands Industries Fair in Utrecht from November 6 to 11.

Some 620 concerns exhibited their wares including 36 British firms, 31 of whom displayed on the joint venture stand under the auspices of the British Furniture Manufacturers' Federated Associations. Several of these manufacturers were exhibiting at Utrecht for the first time, and it was encouraging to hear stories of minor successes in this year's exhibition which was generally considered to be quieter than in 1965. Several also made contacts that will eventually lead to the appointing of agents. Despite the overall lessening of business the British exhibitors, in the main, expressed their satisfaction at the volume of orders and inquiries received. At least two of them sold most of their items on display. The British representatives also expresssed admiration for the planning, lay-out, cleanliness and general running of the exhibition halls and stands.

HE Sir Peter Garran, the British Ambassador, visited Utrecht on the opening day and toured the British stands.

The wares displayed, as was to be expected in an international exhibition, covered the whole field of furnishings from the ultra modern to the reproduction antique. Although the normal preference in this country has been for the heavier traditional type of furniture it was found that the trend towards the lighter, modern design continued. Reproduction furniture also maintained its strong position in the market.

As well as the British both the French and Italians ran joint venture stands.

Sir Peter Garran (seated), British Ambassador at The Hague, during his visit to the Utrecht International Furniture Fair. Standing from left to right are Mr. D. Evans, Miss C. van Zanten and Mr. Roger Bennett, of Evans International.

Bruges to hold British Shopping Fortnight

THE BURGOMASTER and Aldermen of the city of Bruges have decided to hold a British Shopping Fortnight from April 20 to May 6, 1968. This follows the major British Week which was held in Brussels in October, and is timed to coincide with the 50th anniversary celebrations of the Battle of Zeebrugge. Already 340 shops, including the main department stores, have indicated their wish to participate by staging special displays of British products which will be supported by display material provided by the Board of Trade. They will feature a wide range of products, including clothing of all kinds, hats, furniture, pottery, footwear, foodstuffs, gold and silverware, jewellery, perfumery, radios, television, refrigerators, washing machines, hand tools, textiles, wallpaper, paint, optical and photographic equipment, giftware, smokers' requisites, sewing machines, car accessories, antiques, etc.

It is expected that the British Shopping Fortnight will attract many visitors to Bruges from districts outside the city. Streets will be decorated and arrangements are in progress for a number of supporting events.

Firms who participated in the British Week in Brussels may wish to take advantage of this opportunity for following up new contacts and extending their market in Belgium. The Bruges Fortnight will also provide a useful means of introducing products or new lines to the Belgium market.

Inquiries about this notice should be addressed to the British Weeks and Store Promotions Directorate, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3449).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Britain's commercial vehicles on show in Glasgow

THE 46th Scottish Motor Exhibition in Glasgow's Kelvin Hall (November 10 to 18) once more provided Britain's only commercial vehicle show of the year. Opened by Sir Fitzroy Maclean, the exhibition offered about 150 commercials ranging from mini-vans to giant diesel tractors with a towing capacity of over 30 tons, many of them on show for the first time.

BMC, for example, introduced their new FM range of trucks. Built at their Scottish plant at Bathgate, they are available in two, three or four ton form and are powered by the well-proved BMC 3.8 litre diesel engine. Users can opt for chassis/front end, chassis/scuttle or chassis/cab form, and cabs with one, two or three seats. The engine has been mounted well forward to permit walk-through space in the cabs. Also on BMC stands were versions of the 250JU range of light commercial vehicles announced earlier this year, but making their first major show appearance in Glasgow. These can be had in van, pick-up and chassis/cab versions, and are of great interest to operators concerned with big load capacity on short and medium haul work.

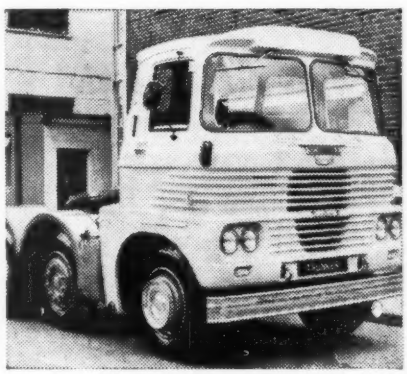
From Bedford there were two new developments – a new addition to the KM range of heavy trucks and a de luxe cab option for their TK models. The new truck is the KMA 120 ins. wheelbase tractor unit, rated at 24 tons GTW with a 22,500 lb. two-speed rear axle. The TK cab is claimed to provide new standards of comfort and safety for drivers. The interior trim is in the private car class, and there is a fully adjustable, form-fitting driver's seat in 'breathing' black matt Ambla.

The largest and most powerful Dodge vehicle ever built headed the list of newcomers from the Rootes Motors stable. At the lightweight end of the scale was the Commer Imp, and between it and the 28 ton GTW tractor was a range of vehicles which the company says is the most comprehensive it has ever offered. Wearing the Dodge emblem was the 500 series of two axle, three axle and tractor units, two axle rigids from 7.9 to 12 tons, and a Walk-Thru range of delivery vans. Also having their first public showing were new Commer models with braking layouts capable of the hightest recommended efficiencies. On some of their models payload capacities have been increased by over one ton.

The exhibition was also the first British showing of a new Scammel TIR semi-trailer, which is claimed to have every design feature the intercontinental operator needs, including the easing of customs checks. Also on show was the twin-steer 32-ton Trunker II with two pedal transmission and semi-automatic gearbox.

Public service vehicles were very much in evidence at the show. AEC have a new suspension making its debut on a 49-seat Reliance fitted with their new 157 b.h.p. diesel engine. It is the first British-built bus to have full coil spring suspension. Each axle has four coil springs replacing the air suspension bags, and there are conical rubber bushed joints on all linkages thus obviating the need for periodic lubrication. Also eliminated are the anti-roll bars needed with air suspension. The net result of the new system is said to be greater passenger comfort and reduced maintenance.

Scotland's oldest motor vehicle manufacturer, Albion Motors Ltd., showed three of their models. A medium weight four-wheeler tipper represented the new Chieftain 51 range of haulage and tipper models, and there was the new Super Clydesdale 22-ton GTW tractor developed from a vehicle first introduced in 1965. The bus range was represented by a rear engined Viking. The Albion parent company, Leyland, were showing the first 33 ft. long bodied version of their Atlantean double-deck bus which provides seating for 82 people, just one short of the 83 seats in the Daimler Fleetline which is the biggest capacity bus operating in Britain.



Two of the commercial vehicles on display at the Scottish Motor Show. Left: a Scammell Trunker II Twin steer motive unit, equipped with semi-automatic gearbox. Right: a new addition to Leyland Motors Reightline Beaver range, incorporating a new 10-speed semi-automatic gearbox.

As usual the exhibition also had a very large number of stands devoted to accessories of every kind. Tyres took up a large amount of this space, and rightly so, with the emphasis heavily on more safety and longer life. Uniroyal of Edinburgh displayed a new range of commercial vehicle tyres designated the Fleet-carrier. The product of the company's new automated factory, it is of nylon construction for long life and low heat build-up, and has a new tread compound for outstanding performance. It is available with Uniroyal's Safety Steel Shield, which has 40,000 threads of fine steel in the vital tread area and which is claimed to give 34 per cent cooler running. The new design also extends to off-the-road use with the Fleetmaster Super Lug.

Garage and servicing equipment was also there aplenty. To take just one example, Tecalemit introduced a new wheel balancer and a new wheel-free jacking beam. The same company also had on show for the first time a new automatic chassis lubrication system which delivers metered quantities of lubricant to bearings at intervals based upon the distance travelled.

Altogether it added up to strong support for Sir Fitzroy Maclean's statement in his opening speech that the motor industry is of immense importance to everyone, and also to the assertion by Mr. W. M. Baxter, president of the Scottish Motor Trade Association, that the British vehicle industry sets the fashion by producing safe, stylish and even futuristic vehicles.

Housing Minister opens Building Exhibition

THE 1967 International Building Exhibition at Olympia, London, was opened on November 15 by Mr. Anthony Greenwood, Minister of Housing and Local Government. The exhibition runs until November 29.

This year's exhibition – already the biggest of its kind in the world – not only has increased in size and scope but incorporates some important innovations to keep pace with the growing complexity of the building industry. As well as more than 1,000 displays by individual manufacturers, a special feature – Componex 67 – shows for the first time, new products, techniques and materials in a multi-level cross-section display which enables exhibits to be seen in the context of their ultimate use in finished building.

This year, too, there is more emphasis in the grouping of individual exhibits into sections with many of these – such as the group exhibit on concrete or contractors' plant – showing a total view of one facet of building.

There is also, for the first time, special periods of opening for trade and professional visitors, visitors from abroad and specially invited guests or delegations.

Some of these innovations result from research carried out at previous exhibitions among both exhibitors and public. The International Building Exhibition is seen by almost a quarter of a million trade visitors – including members of housing committees, school and hospital advisory boards and industrialists as well as builders and contractors – and there is an average attendance of more than 5,000 architects, say the organizers. It is recognized that the International Building Exhibition represents a biennial showcase of progress in building – from the research leading to the design of the latest bath-tap to the most recent method of increasing on-site productivity.

Componex 67, for example, occupies a multi-level site at the front of the Grand Hall with structural elements and components, claddings, fitments, services and equipment integrated in a variety of building assembly displays.

The concrete industry has taken up 20,000 sq. ft. to show plant, processes and services offered by this section of the building industry in a fully co-ordinated exhibit which includes product displays, information and publication desks and a trade lounge.

The exhibition's function as a forum for the industry is also reflected in the attendance by trade and professional associations – builders, architects, materials fabricators – and the international section contains combined stands organized by foreign governments and associations.

Displays of architectural ironmongery and the woodworking machinery section also confirm the support given by entire sections of the building industry.

Inspex 67 features quality control in engineering

INSPEX 67, the Engineering Inspection and Quality Control Conference and Exhibition, attracted 4,000 visitors to the Horticultural Halls, Westminster, during the period November 13 to 16. Fifty-one exhibitors took part in the exhibition, and 350 delegates participated in the conference, which highlighted the methods, systems, techniques and equipment used in forward-looking top engineering companies.

According to the organizers, Business Conferences and Exhibitions Ltd., the conference delegates and exhibition visitors tended to be top executives, with planning, specifying or buying status, all with particular responsibilities for quality control, inspection and production in engineering firms of all sizes and with an intimate interest in the instruments, methods and equipment involved in quality control and inspection.

Prominent racing drivers at Los Angeles Grand Prix party

A BRITISH beer and cheese party arranged by the British Consulate-General in Los Angeles was held on October 28 in the Spanish Art Gallery at the Mission Inn, Riverside, California, on the occasion of the Los Angeles Times Grand Prix for Sports Cars.

More than 350 guests attended the party, which included race drivers, British car distributors and dealers, sports car enthusiasts and representatives of the motoring press. Seen mingling with the guests were a number of British and Commonwealth drivers, including Bruce McLaren (the winner), John Surtees, Mike Spence, Hugh Powell, Dennis Hulme and Chris Amon. Another prominent guest was Lord Essenden, a successful racing driver of the 30's, who drove under the name of Brian Lewis.

Seen at a British beer and cheese party held on the occasion of the Los Angeles Grand Prix for sports cars are Mr. and Mrs. John Surtees talking to the British Consul-General in Los Angeles, Mr. A. A. E. Franklin (extreme right).

The party was sponsored by the British Consulate-General in Los Angeles in conjunction with British Motor Car Distributors Ltd., English Ford Line Operation, Charles H. Hornberg, Jr. (Jaguar Cars), Leyland-Triumph Sales Co. Inc., Lucas Electrical Services Inc., and Rolls-Royce Inc.

Draught beer was provided free by Whitbread & Co. Ltd., whilst the cheese and biscuits were supplied by the Milk Marketing Board, London, and the local distributor for Carrs of Carlisle Ltd.

BFM Export Club venture in Cologne

THE BRITISH furniture industry, with its excellent style and quality, has striven to bring its comfort and elegance into West German homes. These efforts have not been without success – in the years 1962-1966 the export of upholstered furniture from Great Britain has risen in value by 232 per cent and cabinet furniture by 150 per cent.' The speaker was Sir Frank Roberts, British Ambassador in Bonn, opening the £20,000 display of British reproduction furniture and antiques at Walther May, the Cologne furnishing store, on November 10.

The entire fourth floor of the store was arranged in a series of room settings with an 'English country atmosphere', using top quality British furniture and upholstery selected by Herr Walther May, the proprietor, in collaboration with the British Furniture Manufacturers' Export Club.

Thirteen British furniture manufacturers: K. B. Contracts Ltd., Gimson & Slater Ltd., Bevan Funnell Ltd., T. Glenister Ltd., G. & F. Furniture Products Ltd., G. T. Rackstraw Ltd., Jaycee Furniture Ltd., Lablanc Ltd., J. Shard Ltd., M. P. Davis & Sons Ltd., R. Tyzack Ltd., Simbeck Furniture Ltd., Piercey, Biggs & Rackstraw Ltd., participated in this collective store promotion – the first of its kind organized by the BFM Export Club. A good start was made with repeat orders taken for furniture on the first day. The promotion will be running until Christmas.

Camping equipment at Alexandra Palace

TRADE BUYERS visiting the Third Camping and Sports Equipment Trade Fair at Alexandra Palace, London, numbered 1,642 – an increase of 31 per cent over the previous year's total of 1,255. The buyers came from 29 different countries to see the latest advances in camping equipment shown by 435 manufacturers, and for many firms this resulted in important orders being taken.

Examples given by the organizers, Trades Exhibitions Ltd., of firms who had expressed themselves particularly pleased with the results of the exhibition were D. B. Searle and Co., who said that they had trebled and quadrupled orders taken in previous years, particularly for tents; T. Slater (Quilts) Ltd., manufacturers of the 'Bloodhound' de luxe sleeping bag used by Sir Francis Chichester on his last voyage, who, partly as a result of modifications suggested by Sir Francis, had taken several important overseas orders for the improved version; and the Pneumatic Tent Co., who had taken an increased number of overseas orders for their 'Nimrod' trailer.

All the new products at the fair except tents were grouped together in a special 'It's New' section, so that visitors could see at a glance what were the latest innovations this year. Also featured on the stand was the equipment which the £60,000 British Trans-Arctic Expedition is using on its 3,500 mile 'walk' across the Arctic Ocean next year.

The fair, which took place from November 12 to 16, was supported by the Camping Trade Association of Great Britain.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, *Ext.* 368 *or Telex No.* 25977).

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TRADE AND FINANCIAL ARRANGEMENTS

Aid to India

BRITAIN IS TO lend India a further £13 million in 1967-68. Together with the £19 million already provided, this makes a total of £32 million of new aid for the current financial year. This was announced on November 17 by Mr. Reg Prentice, Minister of Overseas Development, in a written Parliamentary answer.

Rumania and Ecuador: Corrigendum

THE SECOND PARAGRAPH of th enotice about the trade and payments agreement, published in the *Journal* on November 17, 1967, should have read as follows:

'Rumania will export to Ecuador oil equipment, power equipment, tractors, farm machinery, rolling stock, chemical products and household goods in exchange for coffee, cocoa, bananas and other traditional export goods from Ecuador.'

Italy and Rumania

THE COMMISSION provided for under the Italo-Rumanian Long-term Trade Agreement of September 6, 1965, met in Rome from September 18 to October 5, 1967, and decided, by means of a Protocol, to replace the lists of goods concerned with new ones valid for 1968 and 1969.

A previous notice appeared in the *Board of Trade Journal* of January 20, 1967, page 165. Inquiries should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449/450), quoting CRE 3579/G.

Restrictions on imports of livestock, etc., from the United Kingdom

THE Animal Health Division of (MAFF), Ministry of Agriculture, Fisheries and Food have announced the following restrictions on import of livestock, etc., from the United Kingdom following the recent outbreak of foot and mouth disease:

Holland

Prohibited

Live ruminants and pigs.
Live ruminants and pigs for transit through Holland.
Meat and meat products of ruminants and pigs.

Allowed

Meat and meat products for transit through Holland.

West Germany

Prohibited

Live cattle, sheep and pigs imported or in transit.
Meat of cloven hoofed animals, but exceptions may be made subject to conditions and terms.
Parts and products of cloven hoofed animals and fertilizers derived therefrom.

Allowed

Products in airtight containers subjected to heating to over 100 degrees C, and this officially certified.
Fats obtained by heating, completely dried or completely salted guts.
Meat as food for travellers or employees of ships, planes or trains.

France

Prohibited

Live ruminants and pigs – domestic or wild.
Meat, offal, edible fats, meat preparations of the above animals.

Switzerland

Prohibited

Meat and meat products of all cloven hoofed animals from England and Wales.

Spain

Prohibited

All cattle from United Kingdom.

Sweden

Prohibited

Fresh or frozen meat of cattle.

Allowed

Canned meat, but import licences required for ponies.
Venison, but only in whole carcases without skins and offals.

New Zealand

Prohibited

Everything from controlled or infected areas.

N. Ireland

Prohibited

Meat and meat products.
Horses from England and Wales (except under licence).
Cats and dogs from Great Britain, Channel Islands and Isle of Man (except under licence).
Machinery and farm equipment already used on farms in Great Britain (except under licence).
Vegetables and plants from or via Great Britain (except under licence).
Licence unlikely to be granted.

Allowed

Canned and poultry products.
Horses from Scotland.

Republic of Ireland

Prohibited

All animals, except under licence.
Meat and meat products.

Australia

Prohibited

No straw bedding to go with dogs and cats.

Belgium

Prohibited

Live ruminants and pigs and meat thereof from United Kingdom.

Canada

Prohibited

Movement of ruminants and pigs from England to Scotland for purpose of transhipment to Canada.

Isle of Man

Prohibited

All animals and birds (except under licence).

Hints to businessmen visiting Haiti

A REVISED EDITION of the booklet on Haiti has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(226/67) Hospital Equipment for Algerian Ministry of Health. Advance Information. E.S.B. 40752/67.*

ARGENTINA

(229/67) Construction of Dyke and Aqueduct for Department of Public Works. (Advance Information.) E.S.B. 41274/67.

AUSTRALIA

(224/67) Spectrometer for Contract Board. (Further Information.) Tender documents now available. E.S.B. 40207/67.*

(225/67) Switchgear for Electric Supply Committee. December 13. E.S.B. 40677/67.*

(228/67) Construction of Bridges for Melbourne and Metropolitan Board of Works. January 16, 1968. E.S.B. 41244/67.

(227/67) Telecommunications Equipment for Postmaster-General's Department (Further Information.) Tender documents now available. E.S.B. 40475/67.*

(224/67) Switchgear for Snowy Mountains Hydro Electric Authority. February 28, 1968. E.S.B. 40630/67.*

(227/67) Bogie Ore Wagons for South Australian Railways Authority. December 19. E.S.B. 40912/67.

(228/67) Underground Cable for State Electricity Commission of Victoria. December 11. E.S.B. 40961/67.

(227/67) Weighbridge for Victorian Railways. (Further Information.) Closing date postponed to December 6. E.S.B. 20235/67.*

BRAZIL

(229/67) Construction of Sugar Terminal for Brazilian Institute of Sugar and Alcohol. (Pre-qualification.) E.S.B. 41278/67.*

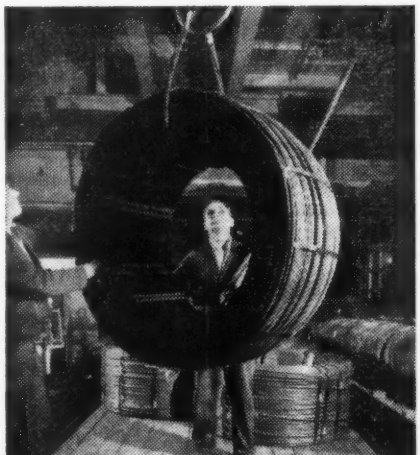
(228/67) Circuit Breakers for Companhia Internacional de Engenharia e Construcoes. December 28. E.S.B. 40977/67.*

BURMA

Director of Civil Aviation:

(224/67) Visual Approach Slope Indicator Systems. December 15. E.S.B. 40494/67.*

(224/67) Vehicles. December 15. E.S.B. 40493/67.*



I. SOMERSET WIRE LTD. CARDIFF & BRIDGW

A Cardiff company has recently won a £40,000 order for 'stabilized' low relaxation steel strand to be used in prestressed concrete works on the new Cadiz Bay roadbridge. The bridge is part of a new highway which will link Cadiz with Madrid. Picture shows the first consignment being loaded at GKN Somerset Wire Company's Tremorfa Works, Cardiff, for delivery to the docks at Felixstowe.

Myanma Export Import Corporation:

(224/67) Batteries. December 8. E.S.B. 40902/67.*

(226/67) Printing Machinery Spare Parts. December 16. E.S.B. 40754/67.*

People's Oil Industry:

(224/67) Gauges. December 31. E.S.B. 40602/67.*

(224/67) Mud Engineering Instruments. December 15. E.S.B. 40603/67.*

(224/67) Aviation Spirit. January 10, 1968. E.S.B. 40604/67.*

Public Works Corporation:

(224/67) Pipe Fittings. December 11. E.S.B. 40497/67.*

(224/67) Copper Conductors. December 18. E.S.B. 40496/67.*

(224/67) Valves. December 13. E.S.B. 40650/67.*

Union of Burma Railway Board:

(224/67) Vehicles. February 8, 1968. E.S.B. 40642/67.*

(224/67) Tyres and Tubes. January 2, 1968. E.S.B. 40644/67.*

(224/67) Files. December 21. E.S.B. 40645/67.*

(224/67) Chain Link. December 21. E.S.B. 40686/67.*

(224/67) Steel. January 11, 1968. E.S.B. 40632/67.*

(224/67) Steel. January 25, 1968. E.S.B. 40633/67.*

(224/67) Steel. January 25, 1968. E.S.B. 40634/67.*

(224/67) Steel. January 25, 1968. E.S.B. 40635/67.*

(224/67) Insulating Materials. December 21. E.S.B. 40637/67.*

(224/67) V Belts. December 27. E.S.B. 40638/67.*

(224/67) Dies. December 27. E.S.B. 40619/67.*

(224/67) Hand Tools. February 1, 1968. E.S.B. 40620/67.*

(224/67) Voltage Stabilizers. January 8, 1968. E.S.B. 40622/67.*

(224/67) Steel Nuts and Washers. February 1, 1968. E.S.B. 40625/67.*

(224/67) Wire Conductors. January 2, 1968. E.S.B. 40627/67.*

(224/67) Steel. January 2, 1968. E.S.B. 40631/67.*

(224/67) Steel. January 8, 1968. E.S.B. 40691/67.*

(224/67) Stainless Steel Balls. December 14. E.S.B. 40618/67.*

(224/67) Foundry Cupola. January 22, 1968. E.S.B. 40621/67.*

(224/67) Train Lighting, Fans and Fittings. February 1, 1968. E.S.B. 40623/67.*

(224/67) Steel Tools, Nuts and Bolts. February 1, 1968. E.S.B. 40624/67.*

(224/67) Split and Taper Pins. February 1, 1968. E.S.B. 40626/67.*

(224/67) Welding Equipment. January 29, 1968. E.S.B. 40636/67.*

(225/67) Screws. January 29, 1968. E.S.B. 40690/67.*

(225/67) Nuts and Bolts. January 18, 1968. E.S.B. 40693/67.*

(225/67) Rivets. December 18. E.S.B. 40694/67.*

(225/67) Batteries. January 11, 1968. E.S.B. 40688/67.*

(225/67) Hardware. January 15, 1968. E.S.B. 40637/67.*

(225/67) Drills. December 21. E.S.B. 40646/67.*

(225/67) Transmission Belting. December 21. E.S.B. 40647/67.*

(225/67) Rivets. December 18. E.S.B. 40695/67.*

(225/67) Pipe. February 5, 1968. E.S.B. 40696/67.*

(225/67) Pipe Fittings. February 5, 1968. E.S.B. 40697/67.* 40684/67.* 40683/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 50 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

(225/67) Hand Tools. January 11, 1968. **E.S.B.** 40685/67.*
(225/67) Laboratory Materials and Apparatus. January 29, 1968. E.S.B. 40641/67.*
(225/67) V-Belts. December 27. E.S.B. 40639/67.*
(225/67) Brass and Copper. January 2, 1968. E.S.B. 40648/67.*
(225/67) Steel. January 2, 1968. E.S.B. 40649/67.*
(225/67) Iron Chain. January 29, 1968. E.S.B. 40689/67.*
(225/67) Pipes and Fittings. January 15, 1968. E.S.B. 40692/67.*
(227/67) Railway Equipment. December 18. E.S.B. 40939/67.*
(227/67) Locomotive Tubes. December 11. E.S.B. 40918/67.*

CANADA

(226/67) Circuit Breakers for Manitoba Hydro. (Further Information.) Tender documents now available. E.S.B. 40468/67.

CEYLON

(224/67) Sulphuric Acid; Brake Fluid for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 39822/67.*
Department of Government Stores:
(226/67) Steel. February 8, 1968. E.S.B. 40748/67.
(226/67) Kitchen Equipment. December 31. E.S.B. 40730/67.
(228/67) Construction of Water Supply for Drainage and Local Government Works. January 5, 1968. E.S.B. 41228/67.
Eastern Paper Mills Corporation:
(224/67) Lime. December 14. E.S.B. 40499/67.*
(224/67) Sodium Sulphite. December 14. E.S.B. 40500/67.*
(224/67) Bleached Sulphite Pulp. December 28. E.S.B. 40901/67.*
(228/67) Electronic and Allied Equipment for Ministry of Communications. February 1, 1968. E.S.B. 41207/67.*
(224/67) Power Plant and Accessories for Ministry of Public Works. (Further Information.) Tender documents now available. E.S.B. 39822/67.*
(225/67) Chemicals; Graphite Anode Bars; Steel Drums for Paranthan Chemicals Corporation. December 30. E.S.B. 40736/67.*
State Engineering Corporation of Ceylon:
(226/67) Electrical Items. December 14. E.S.B. 40737/67.*
(226/67) Electric Machinery. December 12. E.S.B. 40738/67.*
(226/67) Crushing and Screening Plant. December 17. E.S.B. 40739/67.*
(226/67) Dumper and Tipper Trucks. December 17. E.S.B. 40740/67.*
(226/67) Concrete Placer; Vibrators; Converters; Bar Bender; Station Wagon. December 19. E.S.B. 40745/67.*
(226/67) Contractors' Plant. December 20. E.S.B. 40741/67.*
(226/67) Generating and Welding Sets. December 14. E.S.B. 40742/67.*
(226/67) Air Compressor Wagon Drill. December 18. E.S.B. 40743/67.*
(226/67) Suction Dredger. December 19. E.S.B. 40744/67.*

CHILE

Empresa Nacional De Electricidad:
(225/67) Loader Shovels. December 15. E.S.B. 40713/67.*
(225/67) Pumps. December 11. E.S.B. 40714/67.*
(225/67) Vehicles. December 13. E.S.B. 40726/67.*
(225/67) Belt Conveyors. December 18. E.S.B. 40715/67.*

COLOMBIA

(228/67) Water Works Plant for Empresa de Acueducto y Alcantarillado de Bogata. January 8, 1968. E.S.B. 40959/67.
(228/67) Oil Purification Equipment; Pump for Empresas Publicas de Medellin. January 12, 1968. E.S.B. 40960/67.
(228/67) Refuse Collectors for Municipality of Girardot. December 6. E.S.B. 41237/67.

ECUADOR

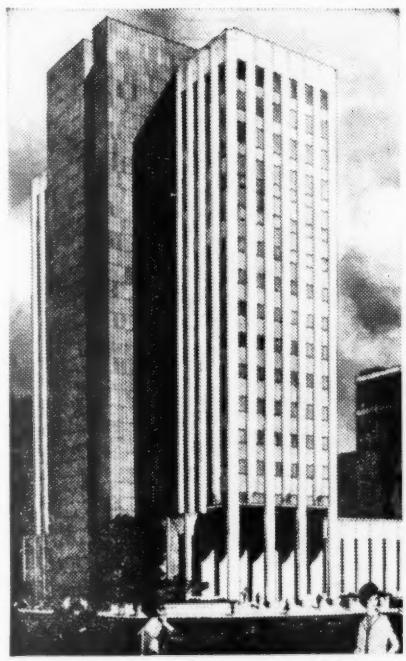
(224/67) Construction of Bridge for Ministry of Public Works. (Further Information.) Closing date postponed to January 3, 1968. E.S.B. 37651/67.

ETHIOPIA

(224/67) Telephone Cable for Imperial Board of Telecommunications. December 11. E.S.B. 40489/67.*

FORMOSA

Central Trust of China:
(227/67) Utility Vans. December 19. E.S.B. 40935/67.*
(227/67) Dynamometer and Testing Anvil. December 14. E.S.B. 40970/67.*
(227/67) Steel. December 15. E.S.B. 40923/67.*
(227/67) Postal Franking Machine. December 16. E.S.B. 40924/67.*
(227/67) Hoisting Rope. December 15. E.S.B. 40936/67.*
(227/67) Gas Analysis Apparatus. December 15. E.S.B. 40943/67.*



The Broughton Moor Green Slate Quarries Limited, of Coniston, Lancs, have recently secured a contract for the supply of light sea green slate as external and internal facings, floorings, copings, etc., for the Bank of California at Portland, Oregon. The company claims that the contract constitutes a world record in respect of the supply of green slate for any one building, and is the first contract secured by the company for the United States market. The company claims to be very 'export minded', and 50 per cent of orders secured this year are for the export market.

(227/67) Power Factor Testing Unit. December 11. E.S.B. 40925/67.*
(227/67) Hydraulic Puller. December 8. E.S.B. 40937/67.*
(227/67) Steel Pipes. December 14. E.S.B. 40945/67.*
(227/67) Centrifugal Pump. December 15. E.S.B. 40911.*
(228/67) Vibro Balancer. December 11. E.S.B. 40974/67.*
(228/67) Typewriters. December 9. E.S.B. 40970/67.*
(228/67) Winch Chain. December 12. E.S.B. 41000/67.*
(228/67) Steel Line Pipe. December 12. E.S.B. 40969/67.*
(228/67) Steel Sheet Piling and Accessories. December 7. E.S.B. 40944/67.*
(228/67) Bricks; Cement. December 11. E.S.B. 40934/67.*
(228/67) Pipes; Joints; Valves. December 21. E.S.B. 40932/67.*
(228/67) Towing Tractor. December 12. E.S.B. 40930/67.*
(228/67) Sodium Hexameta Phosphate. December 19. E.S.B. 40931/67.*
(228/67) Pipes and Pipe Fittings. December 21. E.S.B. 40955/67.*
(228/67) Workshop Equipment. December 12. E.S.B. 40978/67.*
(228/67) Air Drilling Machine. December 11. E.S.B. 40979/67.*
(228/67) Snatch Blocks. December 11. E.S.B. 40987/67.*
(228/67) Wheatstone Bridges. December 11. E.S.B. 40993/67.*
(228/67) V.H.F. Antenna. December 12. E.S.B. 40994/67.*
(228/67) Current Meter. December 12. E.S.B. 40995/67.*
(228/67) Ball Bearings. December 8. E.S.B. 40973/67.*
(228/67) Gauges. December 11. E.S.B. 40975/67.*
(228/67) Flourspar. December 11. E.S.B. 40988/67.*
(228/67) Vibrating Feeder. December 7. E.S.B. 40989/67.*
(288/67) Hose and Couping. December 12. E.S.B. 40990/67.*
(228/67) Fire Fighting Equipment. December 11. E.S.B. 40992/67.*
(228/67) Laboratory Equipment. December 13. E.S.B. 40996/67.*
(228/67) Chromatograph. December 14. E.S.B. 40997/67.*
(228/67) Electric Trolley Locomotives. December 8. E.S.B. 40983/67.*
(228/67) Relay Box. December 11. E.S.B. 40984/67.*
(228/67) Electrodes. December 11. E.S.B. 40985/67.*
(228/67) Temperature Recorder. December 11. E.S.B. 40986/67.*
(228/67) Laboratory Equipment. December 12. E.S.B. 40998/67.*
(228/67) Benzyl Acetate. December 11. E.S.B. 40999/67.*
(228/67) Weather Tester. December 11. E.S.B. 40967/67.*
(228/67) Arc Welders. December 11. E.S.B. 40980/67.*
(228/67) Shovel Loader. December 9. E.S.B. 40981/67.*
(228/67) Mobile Crane. December 8. E.S.B. 40982/67.*
(228/67) Process Training System. December 11. E.S.B. 40991/67.*
(228/67) Compressor Dryer; Ball Valves. December 12. E.S.B. 41201/67.*
(228/67) Drill Rods. December 13. E.S.B. 41202/67.*
(228/67) Timber Preservative Equipment. December 13. E.S.B. 41203/67.*
(228/67) Nylon Filter Cloth. December 11. E.S.B. 41204/67.*
(228/67) Testing Instruments. December 12. E.S.B. 41206/67.*

GREECE

(225/67) Paper for Institute of Social Insurance. December 16. E.S.B. 40780/67.*
(225/67) Roller Bits for Ministry of Commerce. December 20. E.S.B. 40432/67.*
Ministry of Trade:
(225/67) Liquid Nitrogen Plant; Microscopes. December 18. E.S.B. 40724/67.*
(225/67) Photocopying Machines; Breathing Apparatus. December 8. E.S.B. 40725/67.*
(227/67) Photographic Material. December 8. E.S.B. 40948/67.*
(228/67) Surgical and Dental Equipment. December 6. E.S.B. 40949/67.*
Public Power Corporation:
(227/67) Transformers. December 28. E.S.B. 40952/67.
(228/67) Water Pipes. December 20. E.S.B. 40951/67.

GUATEMALA

Instituto Nacional de Electrificacion (INDE):
(226/67) Civil Works. (Further Information.) Tender documents (mainly in Spanish) now available. E.S.B. 38969/67.*
(226/67) Steam Generating Plant Equipment. (Further Information.) Tender documents (mainly in Spanish) now available. E.S.B. 41237/67.*
(228/67) Construction of Transmission Line. (Advance Information.) E.S.B. 41237/67.*
(228/67) Hydro Electric Project. (Advance Information.) E.S.B. 41245/67.*

INDIA

Assam State Electricity Board:
(224/67) Cables. December 21. E.S.B. 40682/67.
(228/67) Switchgear; Power Line Equipment. (Further Information.) Tender documents now available. E.S.B. 58837/67.*
(228/67) Construction of Transmission Line. (Further Information.) Tender documents now available. E.S.B. 58838/67.*
Beas Purchase Organization:
(226/67) Truck Tractors. (Further Information.) E.S.B. 58855/67.*
(228/67) Bearings. (Further Information.) Tender documents now available. E.S.B. 58854/67.*
(228/67) Oxygen Gas Cylinder Tester Equipment. January 31, 1968. E.S.B. 41218/67.*
(226/67) Stretching Machine for Director-General of Supplies and Disposals. (Further Information.) E.S.B. 39922/67.
(226/67) Testing Instruments for Gujarat Pipe Lines Project. December 12. E.S.B. 40735/67.*
(227/67) Copper Wire Bars for Hindustan Cables Ltd. December 13. E.S.B. 40904/67.
(228/67) Steel Sheets for Indian Telephone Industries Ltd. December 18. E.S.B. 47212/67.
(228/67) Aluminium Ingots for Maharashtra State Electricity Board. December 13. E.S.B. 40985/67.
Railway Board:
(224/67) Constructional Steel Materials. (Further Information.) Tender documents now available. E.S.B. 59424/67.*
(227/67) Track Recording Equipment. (Further Information.) Tender documents now available. E.S.B. 40450/67.*

INDONESIA

(228/67) Workshop Equipment for International Labour Office, Geneva. December 8. E.S.B. 41210/67.*

IRAN

(226/67) Rock Drills; Air Legs; Crane Trucks; Chain Tractors; Mining Lamps for Steel Corporation of Iran. Closing date not known. E.S.B. 40708/67.

(Continued on next page)

IRAQ

(224/67) Pumping Plant; Construction of Canal and Irrigation System for Directorate-General of Irrigation. December 30. E.S.B. 40673/67.
(224/67) Oil Additives for Government Oil Refineries Administration. December 2. E.S.B. 40675/67.
(228/67) Accommodation Units for Ministry of Industry. December 16. E.S.B. 41217/67.
Ministry of Municipalities and Works:
(224/67) Diesel Sets. January 2, 1968. E.S.B. 40674/67.
(224/67) Electrical Equipment. January 2, 1968. E.S.B. 40676/67.
(228/67) Heat Exchanger Tubes for Ministry of Oil. December 12. E.S.B. 41216/67.

IRISH REPUBLIC

(228/67) Fluoridation Equipment for Birr Urban District Council. December 7. E.S.B. 41235/67.
Corporation of Drogheda:
(227/67) Water Boosting Plant. December 18. E.S.B. 40954/67.*
(228/67) Waterworks Plant. December 18. E.S.B. 40955/67.
(228/67) Pumps for Kildare County Council. December 22. E.S.B. 40953/67.
(228/67) Sewage Ejector Plant for Laois County Council. January 5, 1968. E.S.B. 41236/67.

JAMAICA

(228/67) Transformers for Jamaica Public Service Co. Ltd. December 11. E.S.B. 41226/67.*

JORDAN

(229/67) Suction Tanks for Jordan Petroleum Refinery Co. Ltd. December 12. E.S.B. 41273/67.*

KENYA

(227/67) Telecommunication Equipment for East African Posts and Telecommunications Administration. Closing date not known. E.S.B. 40916/67.

KUWAIT

Central Tenders Committee:
(227/67) Steel Pipes. (Further Information.) Tender documents now available. E.S.B. 40760/67.*
(227/67) Substations. (Further Information.) Tender documents now available. E.S.B. 40759/67.*
(227/67) Relay Testing Set. (Further Information.) Tender documents now available. E.S.B. 40758/67.*
(227/67) Pipes and Pipe Fittings. (Further Information.) Tender documents now available. E.S.B. 40757/67.*

LEBANON

(228/67) Telecommunication Equipment for Ministry of Posts, Telegraphs and Telephones. Tender re-issued. Closing date now December 11. E.S.B. 24471/67.*

LIBYA

(227/67) Television Transmission Towers for Central Tenders Board. This tender has been withdrawn. E.S.B. 17442/67.
(225/67) Construction of Buildings for Ministry of Public Works. January 15, 1968. E.S.B. 40712/67.

MALAYSIA

(228/67) Bitumen for State Tender Board. December 11. E.S.B. 41209/67.

MALTA

Treasury:
(225/67) Pharmaceuticals. December 7. E.S.B. 40702/67.*
(225/67) Cheese Vat. December 7. E.S.B. 40681/67.*
(225/67) Post Office Private Bags. December 7. E.S.B. 40734/67.*
(227/67) Steel Rods. December 14. E.S.B. 40917/67.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(224/67) Tyres and Tubes. December 14. E.S.B. 40485/67.*
(224/67) Automotive Equipment. December 14. E.S.B. 40484/67.*
(224/67) Metals. December 15. E.S.B. 40483/67.*
(224/67) Railway Switch Accessories. December 15. E.S.B. 40482/67.*

THE NETHERLANDS

(228/67) Maintenance Work on Dykes and Sluices for Director of Zuiderzee Works. December 6. E.S.B. 41232/67.
(227/67) Vans for Headquarters, Allied Forces, Central Europe. December 15. E.S.B. 40915/67.*

NEW ZEALAND

General Post Office:
(225/67) Postal Machinery. February 26, 1968. E.S.B. 40746/67.*
(228/67) Telephone Equipment. January 17, 1968. E.S.B. 41231/67.*
(228/67) Paper and Board for Government Printing Office. December 14. E.S.B. 41230/67.*
Ministry of Works:
(224/67) Polyester Cloth. December 13. E.S.B. 40678/67.*
(228/67) Construction of P ipeline. (Advance Information.) E.S.B. 41246/67.*
(225/67) Isolators and Associated Structure for Municipal Electricity Department. (Further Information.) Tender documents now available. E.S.B. 40287/67.*

NIGERIA

(228/67) Drugs for Ministry of Health. December 31. E.S.B. 40971/67.

PAKISTAN

(228/67) Workshop Equipment for Government of East Pakistan. December 11. E.S.B. 41229/67.*
Pakistan Western Railway:
(227/67) Oil. December 7. E.S.B. 40914/67.*
(228/67) Linseed Oil. December 7. E.S.B. 40972/67.*

PHILIPPINES, REPUBLIC OF

(224/67) Steel Plates and Angles for National Shipyards and Steel Corporation. (Advance Information.) E.S.B. 40628/67.*

SAUDI ARABIA

University of Riyadh:
(229/67) Agricultural Machinery. December 23. E.S.B. 41281/67.
(229/67) Bookbinding Machinery and Tools. December 20. E.S.B. 41282/67.

SOUTH AFRICA

(228/67) Electric Locomotives for South African Railways. March 15, 1968. E.S.B. 41208/67.
State Tender Board:
(227/67) Medical Laboratory Apparatus. December 7. E.S.B. 40906/67.*
(227/67) Electronic Treatment Unit; Fomentor Unit. December 11. E.S.B. 40909/67.*

SPAIN

(228/67) Miniature Railway Concession for Ayuntamiento de Madrid. Closing date postponed to December 15. E.S.B. 23161/67.
(225/67) Port Construction Work for Ministerio de Obras Publicas. December 7. E.S.B. 40710/67.

SUDAN

(229/67) Copper Wire for Department of Posts and Telegraphs. December 21. E.S.B. 41286/67.*
(229/67) Sandals for Department of Stores and Equipment. December 7. E.S.B. 41285/67.*

SYRIAN ARAB REPUBLIC

(228/67) Sunflower and Flax Seed for Syrian Vegetable Oils Manufacturing Co. Ltd. December 31. E.S.B. 41211/67.

THAILAND

Meteorological Department:
(225/67) Radio Transmitters. December 14. E.S.B. 40657/67.
(225/67) Radiosonde Instruments and Accessories. December 6. E.S.B. 40659/67.*
(225/67) Teletype Receivers. December 8. E.S.B. 40661/67.
(225/67) Radio Telephones. December 13. E.S.B. 40663/67.
(225/67) Teletype Signal Receiving Set. December 7. E.S.B. 40660/67.*
(225/67) Frequency Shift Converters. December 12. E.S.B. 40662/67.
(228/67) Transmitter System. January 10, 1968. E.S.B. 41220/67.
Metropolitan Electricity Authority:
(228/67) Transformers. (Further Information.) Tender documents now available. E.S.B. 40256/67.*
(228/67) Cable. December 15. E.S.B. 41218/67.*
State Railway of Thailand:
(224/67) Mild Steel Plates. December 13. E.S.B. 40655/67.
(225/67) Lamps. December 14. E.S.B. 40668/67.

Domestic water meters forming part of a £200,000 order from the Hong Kong Public Works Department under inspection at the Luton works of Kent Meters Ltd. The company, part of the George Kent group, exports meters to more than 70 countries.

(228/67) Locomotives. (Further Information.) Tender documents now available. E.S.B. 38853/67.*
(228/67) Arc Welders. December 25. E.S.B. 41021/67.
(228/67) Arc Welder. December 25. E.S.B. 41222/67.
(228/67) Track Relay and Resister. December 14. E.S.B. 41223/67.
(228/67) Coupler Body. December 18. E.S.B. 41224/67.
(228/67) Radio Telephone Accessories for Telephone Organization of Thailand. December 8. E.S.B. 41225/67.

TURKEY

(225/67) Fire Fighting Suits for Naval Forces Command. December 15. E.S.B. 40735/67.*

UNITED STATES OF AMERICA

(227/67) Carbon Paper for The United Nations. December 8. E.S.B. 40929/67.*

URUGUAY

ANCAP:
(225/67) Eucalyptus Essence. December 14. E.S.B. 40723/67.
(225/67) Pressure Gauges. December 14. E.S.B. 40720/67.
(225/67) Corrosion Inhibitors. December 15. E.S.B. 40721/67.
(225/67) Franking Machines for Ministerio de Hacienda. December 19. E.S.B. 40719/67.

YUGOSLAVIA

(226/67) Construction of Railway Line and Ancilary Works for Railway Transport Enterprise. (Pre-qualification.) December 20. E.S.B. 40729/67.*

ZAMBIA

Central Supply and Tender Board:
(227/67) Baby Scales December 15. E.S.B. 40926/67.*
(227/67) Police Clothing. December 15. E.S.B. 40927/67.*

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 783 of the Board of Trade Journal *of September 29.*

ELEPHANTIDE (REGD.)
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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletin in which they appear may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia
(228/67) Agency inquiry for crime detection and prevention equipment. E.S.B. 40351/67.
(229/67) Agency inquiry for nuclear irradiation equipment; oceanographic equipment. E.S.B. 40591/67.
(226/67) Special Advisory Authority Inquiry. C.R.E. 1775/67.

Austria
(228/67) Agency inquiry for lock valves. E.S.B. 40058/67.

Bahamas
(227/67) Inquiry for giftware; glassware; jewellery. E.S.B. 40183/67.
(229/67) Inquiry for foodstuffs. E.S.B. 41037/67.

Belgium
(227/67) Agency inquiry for dresses. E.S.B. 40520/67.

Bolivia
(228/67) Inquiry for medical and surgical equipment. E.S.B. 33205/67.

Brazil
(227/67) Inquiry for printing machinery. E.S.B. 40854/67.

Bulgaria
(229/67) Market report on the motor industry. E.S.B. 37413/67.

Burma
(229/67) Inquiry for fire fighting equipment and accessories. E.S.B. 41106/67.

Canada
(224/67) Agency inquiry for footwear. E.S.B. 36627/67.
(228/67) Agency inquiry for boiler feed pumps. E.S.B. 34326/67.

Cyprus
(228/67) Inquiry for packaging machinery. E.S.B. 38528/67.

Faroe Islands
(229/67) Agency inquiry for biscuits. E.S.B. 41143/67.
(229/67) Inquiry for consumer goods; fishing equipment. E.S.B. 41017/67.

Finland
(225/67) Agency inquiry for animal feed machinery; flour mill machinery; macaroni manufacturing machinery. E.S.B. 40160/67.
(228/67) Agency inquiry for rotary oil burners. E.S.B. 40848/67.

France
(225/67) Agency inquiry for carpeting. E.S.B. 38668/67.
(224/67) Inquiry for railway axles. E.S.B. 7322/67.
(229/67) Inquiry for glass processing equipment; grinding wheels; refractories. E.S.B. 40304/67.

Germany, Federal Republic of
(228/67) Manufacture under licence – fabricated metal units; metal pressings. E.S.B. 41086/67.
(229/67) Inquiry for biscuits; confectionery. E.S.B. 41164/67.
(229/67) Inquiry for pottery manufacturing machinery; transporting equipment. E.S.B. 39269/67.
(226/67) Prohibition on imports of meat from Great Britain. C.R.E. 10156/G/3.

Greece
(226/67) Agency inquiry for essences; oils. E.S.B. 40132/67.

Irish Republic
(225/67) Inquiry for textiles; trimmings. E.S.B. 28404/67.

Israel
(226/67) Agency inquiry for preserves; tooth-picks. E.S.B. 39283/67.

Italy
(225/67) Agency inquiry for chemical products; industrial raw materials. E.S.B. 40186/67.
(225/67) Agency inquiry for cosmetics; perfumery; woollen textiles. E.S.B. 33295/67.
(227/67) Inquiry for hydraulic motors. E.S.B. 41033/67.
(228/67) Inquiry for confectionery industry utensils and equipment. E.S.B. 41114/67.

Italy/Sweden
(225/67) Trade Agreement.

Kenya
(224/67) Agency inquiry for vegetable oils. E.S.B. 40011/67.

Kuwait
(227/67) Inquiry in respect of generators; steam generating units; telephone equipment. E.S.B. 40572/67.

Lebanon
(225/67) Agency inquiry for insulated wire; motor components; motor vehicle accessories. E.S.B. 40546/67.
(226/67) Agency inquiry for metals. E.S.B. 40522/67.
(228/67) Agency inquiry for cattle and poultry feed equipment; disinfectant and insecticides; veterinary products. E.S.B. 40539/67.
(226/67) Market report on pharmaceuticals. E.S.B. 26972/67.

Luxembourg
(228/67) Inquiry for fresh and deep frozen turkeys; ketchups; sauces. E.S.B. 40599/67.

Malawi
(228/67) Agency inquiry for poultry processing equipment. E.S.B. 41012/67.

Malta
(225/67) Inquiry for clothing; cosmetics and toiletries; giftware; jewellery; silverware. E.S.B. 45571/66.

Mauritania
(228/67) Inquiry for generating plant; mining equipment; pumps. E.S.B. 40544/67.

Nigeria
(227/67) Inquiry for military accoutrements; textiles. E.S.B. 40536/67.

Norway
(225/67) Agency inquiry for footwear; women's fashion clothing. E.S.B. 40338/67.
(225/67) Agency inquiry for leather; suede and leather garments. E.S.B. 39741/67.

Portugal
(226/67) Inquiry for metal-working machinery. E.S.B. 40324/67.

Puerto Rico
(227/67) Inquiry for confectionery. E.S.B. 41011/67.

Rumania/Ecuador
(226/67) Trade Agreement. C.R.E. 12547/G.

South Africa
(225/67) Manufacture under licence – office furniture and equipment; sheet metal products; theatre seating; wood products. E.S.B. 40360/67.
(227/67) Manufacture under licence – garage equipment. E.S.B. 30592/67.

Spain
(226/67) Agency inquiry for foodstuffs; giftware; household products; sports articles and clothing. E.S.B. 32140/67.

Sweden
(228/67) Agency inquiry for corduroy fabric. E.S.B. 40836/67.

Switzerland
(224/67) Inquiry for seafoods. E.S.B. 40559/67.
(228/67) Inquiry for printed circuits. E.S.B. 40185/67.

Tunisia
(227/67) Inquiry for drilling machine. E.S.B. 41062/67.

Turkey
(224/67) Inquiry for mining machinery and apparatus. E.S.B. 38945/67.

Uganda
(225/67) Inquiry for clothing. E.S.B. 40834/67.

United States of America
(226/67) Agency inquiry for textiles. E.S.B. 40395/67.
(225/67) Inquiry for fire hose. E.S.B. 40571/67.
(225/67) Inquiry for flexible couplings. E.S.B. 31722/67.
(225/67) Inquiry for glassware; stainless steel flatware; zinc die-cast articles. E.S.B. 39510/67.
(227/67) Inquiry for cast iron inserts. E.S.B. 36869/67.
(227/67) Inquiry for steel. E.S.B. 40084/67.
(227/67) Inquiry for steel reinforcing wire. E.S.B. 40833/67.
(227/67) Concessions and advertising displays in BOAC passenger terminal – Kennedy Airport, New York. E.S.B. 40111/67.
(228/67) Inquiry for computer indicator lamps. E.S.B. 41330/67.
(228/67) Inquiry for lathe grinding attachment. E.S.B. 40596/67.
(228/67) Inquiry for wooden hoops. E.S.B. 40399/67.
(229/67) Inquiry for giftware. E.S.B. 41193/67.
(228/67) Manufacture under licence in Britain – insulated terminals. E.S.B. 40886/67.

Various
(225/67) Market Reports. E.S.B. 25794/66.

Venezuela
(227/67) Inquiry for conduit tube manufacturing machinery. E.S.B. 41076/67.

Windward Islands (St. Vincent)
(226/67) Agency inquiry for paper bags. E.S.B. 40513/67.

Yugoslavia
(227/67) Agency inquiry for ball and roller bearings; canvas products; carbon black; carpets; cosmetics and toiletries; earth scraping machinery; industrial machinery; measuring and control equipment; motor cars; plastic finished adhesive paper; steel sheet and strip; synthetic cords; tiles. E.S.B. 6949/67.

Zambia
(224/67) Agency inquiry for electrical appliances and fittings; electrical cable. E.S.B. 39415/67.
(227/67) Agency inquiry for electrical appliances; electrical materials and fittings; lamps. E.S.B. 40325/67.

†**For further details of the 'Export Service Bulletin' see page 1348.**

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in September 1 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 1254 of November 17 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

British travel chief visits South Africa

LORD GEDDES, chairman of the British Travel Association is visiting South Africa for the first time this month, to examine ways of increasing tourism to Britain. He is being accompanied by Mr. L. J. Lickorish, BTA general manager.

At present, about 40,000 South Africans visit Britain each year. The number of South African visitors to Britain has increased steadily year by year, but the Association believes that the traffic can be expanded considerably.

Lord Geddes is visiting BTA offices at Johannesburg and Cape Town to discuss the 'Come to Britain' campaign in South Africa. He is also meeting senior representatives of the South African Government travel and transport interests.

Lord Geddes will be accompanied throughout the trip by Lady Geddes. Lord and Lady Geddes sailed from Southampton on November 10, on board the Edinburgh Castle, arriving at Cape Town on November 22, where they were met by Mr. Lickorish, who flew to South Africa.

Foam fabrics firm's export drive

THE WORLD'S biggest suppliers of latex foam fabrics for the lingerie and swimwear, carpet and footwear industries, Lintafoam Limited, announce that they are now selling their products in 49 countries. Mr. R. M. L. Baxter, the marketing director, attributes this success partly to Lintafoam's practice of sending a senior representative – the company's export sales director, Mr. A. J. Welford – round the world every year to make on-the-spot contact with customers and agents. In this way an up-to-the-minute check is being kept on local requirements and customers' problems, while personal contact with agents ensures the best selling service from them.

Mr. Welford set off on his tour at the end of September, to visit trade contacts in New Zealand, Australia and the Far East. He follows this with a tour of South Africa, and then of Europe. From their extensive knowledge of customers' varying demands in different countries, Lintafoam can produce highly specialized foam fabrics and underlays to meet every local need. The company lay special emphasis on quality control, and continual research and development.

Prague visit

THE managing director of Indata Limited, Mr. Derek H. Barlow, has been invited to address a conference on 'Automation in Information Service' being held in Prague from November 22-24. The conference is organized by the Czechoslovak Committee for Scientific Management. It is expected to be attended by senior research and design engineers from many parts of central and eastern Europe.

Some of the members of the Third British Yachting Industry Mission to the United States, organized by the SBBNF and led by Mr. G. M. Cave-Hawke (export promotion officer, SBBNF), on arrival in Boston. Some of the mission participated in the British display at the Marine Trades Exhibition held in Chicago from September 28 to October 1 (see report in the Journal *of October 13). Six of the representatives of the exhibiting British firms then flew to Boston and joined up with the representatives of another 11 firms to commence a tour of the United States. The mission spent five days in Boston before visiting Seattle, Los Angeles and Baltimore (Annapolis), with individual members visiting many other cities including Vancouver in Canada, before returning to Boston on October 19. Members reported that they were well received in the four areas which they visited and felt confident that they could obtain a growing share of the very substantial American marine market. The next SBBNF sponsored group to visit the United States will display products at the National Boat Show in New York, February 7-18, 1968. It will include many firms who participated in the recent mission and the show in Chicago.*

Indata Limited operate the first computer-based system for selective dissemination of product information to go into operation in Europe. It provides a 'current awareness' service on new products in the electronics, automation and instrumentation fields matched by a computer to the requirement profiles of engineers in many sectors of British industry.

During his visit to Prague, Mr. Barlow hopes to review the various information system developments, among them the TS 15 Information Storage and Retrieval System, developed by the Institute for Technical and Economic Information.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Sales campaign in Poland

FOLLOWING up on the recent interest created in Poland for British products by the Scientific Achievements Exhibition, J. W. Roberts Ltd. (a Turner & Newall company) are to launch an intensive sales campaign for their Ferobestos materials.

On October 22 Mr. N. G. D. Snow, a senior sales executive of the company, flew to Warsaw and linked up with Roberts' sales engineer Mr. Raymond Summers, who at the invitation of the Polish Society of Mechanical Engineers and Technicians has been presenting two papers on asbestos reinforced plastics at their conference on 'Production problems in producing machine parts from plastics'.

Mr. Snow and Mr. Summers spent a number of days in Poland meeting officials of the various State Enterprises in the shipbuilding, heavy engineering and allied industries as well as following up on contracts already received for Ferobestos components.

Royal Crown Derby and Canada

IN APRIL the general sales manager of the Royal Crown Derby Porcelain Company made a 15,000 miles coast-to-coast tour in Canada announcing the formation of a new Sales and Distributing Company, showrooms and warehouse facilities in Toronto.

To establish closer links with their Canadian customers, Miss Christine Jackson, one of Royal Crown Derby's skilled hand paintresses, visited Canada from October 13 until November 6 to demonstrate hand painting of Royal Crown Derby tableware and an interesting variety of birds, figurines and jewellery. Miss Jackson was accompanied by the company's Canadian representative, Mr. David Osborne, who is an acknowledged authority on Royal Crown Derby.

The demonstrations took place at the Toronto, London and Ottawa branches of the well-known Canadian jewellers, Henry Birk & Sons Limited.

Close trading relationships have existed for many years between Henry Birks and Royal Crown Derby For the celebrations of the Canadian Centennial Year Royal Crown Derby produced a limited number of special pieces for Henry Birks which were sold through their stores.

Miss Jackson took a personal greeting from the Mayor of Derby to the Mayor of Toronto.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPAIN

Customs tariff

IN THE *State Gazette* of November 13, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
34.04 B	Prepared waxes, mixed together with waxes of different origins (animal, vegetable, mineral, artificial) and mixtures of paraffin with animal, vegetable or artificial waxes	24%	20%
C	Other	5%	Free
38.19 H	Proteoses (except alkalis) with proteolytic power equal to or greater than 50,000 units; proteoses alkalis with proteolytic power equal to or greater than 10,000 units; and glocoamine with liquefaction power equal to or greater than 30,000 units; proceeding from micro-organisms not prepared from mixtures of each other or with other enzymes	5%	Free
I	Other	25%	16·5 %

Suspension of customs duties

IN THE *State Gazette* of November 13, the Spanish authorities announced the following regulations regarding import duties:

Tariff heading	Description	Details
07.01 A 1 b	Seed potatoes.	Suspension of duty on imports into Balearic Islands until February 13, 1968.
12.01 B 3	Soya beans	Suspension of duty extended to January 30, 1968.
84.11 D 2	Hermetic motor-compressors for gases or fluids of power between 1 and 10 h.p. inclusive.	Reduced duty of 5% payable until November 13, 1968.

Foreign capital investment

IN THE *State Gazette* of November 3, the Spanish authorities announced new procedures for foreign participation of over 50 per cent in the pharmaceutical industry. New requests for investment in this industry will be studied by the Ministry of Industry who will examine each case and decide on certain minimum conditions. These conditions will at no time exceed the following maxima:

The export of 20 per cent of the output.

The allocation of 7 per cent of the value of a year's sales to research (any resulting patents to be registered in Spain in the name of the Spanish firm).

The use of materials, such as packaging, manufactured in Spain to the extent of 70 per cent of the value of the product.

IRISH REPUBLIC

Import of animals

THE MINISTER FOR AGRICULTURE AND FISHERIES in the Irish Republic has made an Order entitled the Foot and Mouth Disease (Importation of Animals) Order, 1967, which prohibits, except under licence, the importation of four-footed animals from Great Britain, the Channel Islands, the Isle of Man and the Continent of Europe. The Order came into effect on November 15, 1967.

The Order also extends certain provisions of the Diseases of Animals Act, 1966, to all classes of four-footed animals.

Applications for licences should be addressed to the Secretary, Department of Agriculture and Fisheries (Veterinary Section), O'Connell Bridge House, Dublin, 2.

Import quota

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934 to 1964, for the period December 1, 1967, to November 30, 1968:

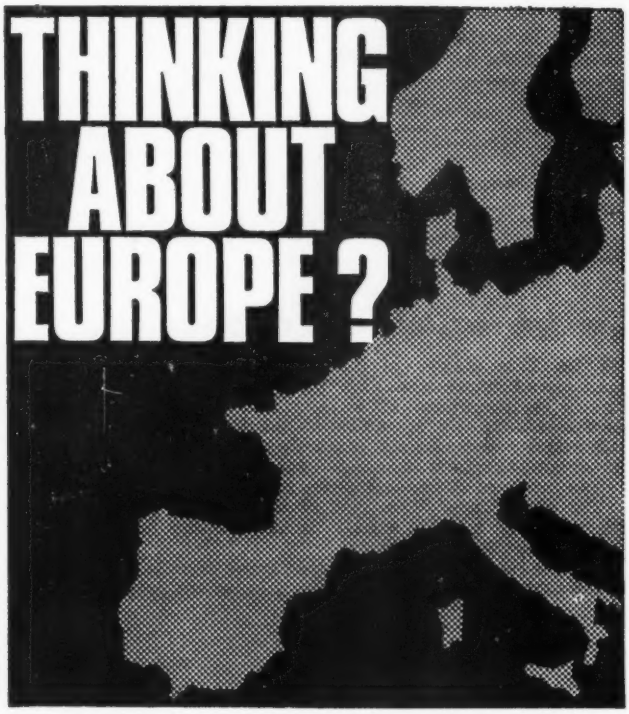
Quota No.	Goods	Quota
31	Certain electric filament lamps	121,000 articles

SWEDEN

Imports of meat by post

THE GPO has announced that the Swedish postal administration has intimated that, because of the risk of foot and mouth disease, it has decided to prohibit the importation into Sweden by post from the United Kingdom of meat and meat products other than those contained in hermetically sealed tins. This prohibition already applies to postal importations into Sweden from most other countries.

THINKING ABOUT EUROPE?



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FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of November 8 announced the following amendments to the French customs tariff further to EEC Regulation No. 789/67 of October 31, 1967.

Tariff No.	Description	Tariff rate per cent	
20.03	Fruit preserved by freezing, containing added sugar	29·6%	(a)
20.04	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glace, or crystallized)	25% (1)	(a)
20.05	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar	30%	(a)
20.06	Fruit otherwise prepared or preserved whether or not containing added sugar or spirits:		
	A. Nuts, including ground nuts, roasted, in immediate containers of a net capacity of:		
	I. More than 1 kg.:		
	a. Almonds and pistachio nuts	10·2%	(a)
	b. Hazel nuts	12·2%	(a)
	c. Groundnuts	14·2%	(a)
	d. Other (walnuts, etc.)	17%	(a)
	II. 1 kg. or less:		
	a. Almonds and pistachio nuts	13·2%	(a)
	b. Hazel nuts	15·2%	(a)
	c. Groundnuts	17·2%	(a)
	d. Other (walnuts, etc.)	19·2%	(a)
	B. Other:		
	I. In alcohol, whether or not containing added sugar	39·2%	(a)
	II. Without alcohol, containing added sugar, in immediate containers of a net capacity of:		
	a. more than 1 kg.	27·8% (2) (3)	(a)
	b. 1 kg. or less	29% (2) (4)	(a)
	III. Otherwise prepared or preserved, in immediate containers of a net capacity of:		
	a. 4·5 kg. or more:		
	1. Apricots	20·2%	(a)
	2. Oranges	23%	(a)
	3. Plums, peaches, including nectarines and free stone peaches	21·4%	(a)
	4. Cherries	23%	(a)
	5. Other, including fruit salads	23% (3)	(a)
	b. of less than 4·5 kg.	23% (3)	(a)
20.07	Fruit juices (including grape must) and vegetables juices, whether or not containing added sugar but unfermented and not containing spirit:		
	A. Of a density exceeding 1·33 at 15°C:		
	I Of grapes	50%	(a)
	II Other	42%	(a)
	B. Of a density of 1·33 or less at 15°C:		
	I Of grapes	28%	(a)
	II Of citrus fruit:		
	a. Of oranges	24% (5)	(a)
	b. Of other citrus fruit	23·4% (6) (7)	(a)
	III Of pineapples	24%	(a)
	IV Of apples and pears	27%	(a)
	V Of tomatoes	24·6%	(a)
	VI Of other fruit or vegetables	25·2%	(a)
	VII Mixtures:		
	a. Of citrus fruit juices and pineapple juice	24%	(a)
	b. Of apple and pear juice	27%	(a)
	c. Other	25·2%	(a)

(a) This duty may be combined with an additional levy on the sugar content in the products, as laid down by the European Economic Community Council, the rates of which will be published in notices to importers.

(1) and (2) Suspension of duty until December 31, 1967, in respect of ginger and preserved ginger.

(3) and (4) This duty is reduced unti. June 30, 1968, inclusive, for grapefruit segments to (3) 18·4%. (4) 20%.

(5) This duty is reduced to 20% until June 30, 1968, inclusive.

(6) This duty is reduced to 19% (except for grapefruit juice) until June 30, 1968.

(7) This duty is reduced to 17·1% for grapefruit juice until June 30, 1968.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Global quotas for fresh fruit

THE FRENCH *Journal Officiel* of November 14, announced the opening quotas for imports of fresh fruit as listed below originating in and imported from all countries except member countries of the EEC, and Greece, Spain, Turkey, Yugoslavia, Israel, Bulgaria or Brazil:

Outdoor grapes	(08.04 AI ex a)
Apricots	(08.07 A)
Outdoor peaches	(08.07 BII ex b)
Plums	(08.07 D ex II)
Outdoor strawberries	(08.08 AII a ex 3)

The fruit should conform to quality standards extra and I.

Requests for licences on form AC must reach the Direction Générale des Douanes et Droits Indirects, Division des Autorisation Commerciáles (Importations), 8 rue de la Tour des Dames, Paris 9e, before 11.30 a.m. on November 30, 1967, when they will be examined simultaneously.

Importers are also invited to send copies of previous licences (or the green lined copy) granted in 1966, to the Ministère de l'Agriculture (Direction des Relations Internationales, Service des Relations Bilatérales et des Opérations Commerciales avec l'étranger, Bureau des Authorizations Commerciales), 78 rue de Varenne, Paris 7e, to arrive not later than November 30, 1967.

Licences will be valid until April 30, 1968 (for strawberries until March 31, 1968).

Inquiries about the above notice should be addressed to the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479 480).

EUROPEAN ECONOMIC COMMUNITY

The common organization of the Market for pigmeat

THE *Board of Trade Journal* dated November 10, 1967 (page 1207) contained an announcement about the common organization of the Market for pigmeat.

The text of the following Decision and Regulation which also affect trade in this sector was published in the *Journal Officiel des Communautés Européennes.*

Decision No. 67/680/CEE authorizes France to take certain intervention measures in the pigmeat sector (*Journal Officiel* No. 274, dated November 11, 1967).

Regulation No. 834/67/CEE fixes a supplementary amount for certain products in the pigmeat sector (*Journal Officiel* No. 276, dated November 15, 1967).

The French text of the above Decision and Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the Market for eggs

THE *Board of Trade Journal* dated November 11, 1967 (page 1206) contained an announcement about the common organization of the Market for eggs.

The text of the following Regulation, which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. 275 dated November 14, 1967.

Regulation No. 839/67/CEE modifies the supplementary amount for eggs in their shell.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the Market for olive oil

THE *Board of Trade Journal* dated November 17, 1967 (page 1284) contained an announcement about the common organization of the Market for olive oil.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes*

Regulation No. 830/67/CEE relates to methods concerning aid for olive oil. (*Journal Officiel* No. 273 dated November 10, 1967).

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

EEC, *continued*

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
107/67	Derogating from the provisions of Regulations Nos. 160/66 and 92/67 concerning taxes to be collected on imports into Italy of products accompanied by Form DD1, imported as from June 1, 1967	8d. (11d.)
126/67	Fixing the basic price and the purchase price for lemons	8d. (11d.)
132/67	Laying down general rules of intervention for cereals	8d. (11d.)
133/67	Laying down the rules for calculating a component of the levy applicable to slaughtered pigs	8d. (11d.)
135/67	On the aid for durum wheat	8d. (11d.)
137/67	Establishing general rules for the system of 'main products and derived products' allowing the determination of additional amounts in the pigmeat sector	1s. 6d. (1s. 9d.)
138/67	Determining the refund to producers in respect of groats and maize meal used in the brewery industry	8d. (11d.)
139/67	Establishing the general rules relating to the granting of export refunds for cereals and to the criteria determining the amount of such refunds	10d. (1s. 1d.)
140/67	On the rules for the advance fixing of levies on cereals	10d. (1s. 1d.)
141/67	Determining the monthly increases in the prices of cereals and certain categories of flour, groats and meal for the 1967/1968 season	10d. (1s. 1d.)
142/67	On refunds for exports of colza, rape and sunflower seeds	10d. (1s. 1d.)
143/67	On the compensatory amount applicable to the import of certain vegetable oils	10d. (1s. 1d.)
144/67	On the general rules concerning the granting of refunds on sugar exports to third countries	10d. (1s. 1d.)
146/67	Determining the rules for the calculation of the levy and the sluice gate price for poultry meat	1s. 6d. (1s. 9d.)
147/67	Amending Regulation No. 111/67 in respect of certain sweetened dairy products	8d. (11d.)
149/67	Fixing reference prices for lemons	8d. (11d.)
150/67	Determining the conversion coefficients to be applied to the purchase price of tomatoes laid down in Regulation No. 124/67 of the Council	8d. (11d.)
153/67	Determining the list of representative lemon producer markets	8d. (11d.)
154/67	Determining the conversion coefficients to be applied to the purchase price of peaches laid down in Regulation No. 125/67 of the Council	8d. (11d.)
155/67	Determining the list of representative peach producer markets	8d. (11d.)
157/67	Fixing the threshold prices of certain classes of cereal flours, cereal groats and cereal meal for the 1967/1968 season	8d. (11d.)
158/67	Determining the coefficients of equivalence between the qualities of cereals offered in the world market and the standard quality for which the threshold price is fixed	1s. 0d. (1s. 3d.)
164/67	Fixing the factors for calculating levies and sluice gate prices for products derived from eggs	8d. (11d.)
166/67	Determining, for the 1967/1968 marketing season, the monthly increases of the target price and of the intervention price of oil seeds	8d. (11d.)
167/67	Concerning intervention centres in the oil seed sector and derived intervention prices applicable at these centres	8d. (11d.)
168/67	Laying down conditions for the issue of import and export certificates in the olive oil sector	8d. (11d.)
169/67	Establishing a system of production refunds on olive oils used in the manufacture of canned fish and vegetables and amending Regulation No. 217/66 on the system of suspension of the levy on these oils	8d. (11d.)
172/67	Concerning general rules governing the denaturation of wheat and of rye for bread making	8d. (11d.)
174/67	Concerning special intervention measures in the cereals sector	8d. (11d.)
179/67	Amending Regulation No. 65/67 concerning import duties for certain albumins to be levied by the Belgo-Luxembourg Economic Union	8d. (11d.)
184/67	Fixing levies in the olive oil sector	8d. (11d.)
188/67	Continuing Regulations No. 113/66, No. 226/66 and No. 57/67 concerning the special system for the calculation of levies on processed cheeses and the special milks marked 'for infants'	8d. (11d.)
193/67	Amending Regulation No. 16/64 with regard to refunds to be granted in respect of rice incorporated in processed products exported to third countries	8d. (11d.)
196/67	On pre-fixing refunds on exports of cereals	8d. (11d.)
201/67	On procedure for applying Regulation No. 170/67 on the common system of trade for ovalbumin and lactoalbumin and repealing Regulation No. 48/67	8d. (11d.)
202/67	On fixing the additional amount for pigmeat products imported from third countries	10d. (1s. 1d.)
203/67	Establishing transitional measures regarding import documents for pigmeat	8d. (11d.)
206/67	Fixing the sluice gate prices for pigmeat for the period from July 1 to October 31, 1967	8d. (11d.)
207/67	Fixing refunds on exports of eggs	8d. (11d.)

Common organization of the Market for sugar

THE *Board of Trade Journal* dated November 17, 1967 (page 1283) contained an announcement about the common organization of the Market for sugar.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. 275 dated November 14, 1967.

Regulation No. 838/67/CEE authorizes the member states to suspend the collection of levies applicable to sugar-beet imported by the member states to be used for seed.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

FEDERAL REPUBLIC OF GERMANY

Protection of trademarks

ORDER III C/5 - Z 1810 - 17/67, dated September 15, 1967, of the Federal German Ministry of Finance (published in *The Bundeszollblatt* No. 53 of September 19, 1967, pages 1051-1053) amends the Trademark Law of May 9, 1961. A translation of this amendment is now available at Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

ICELAND

Compulsory deposits for imports

THE Central Bank of Iceland has announced the introduction on October 30 of a system of compulsory deposits in respect of all foreign currency sold by the banks for import purposes.

In the case of imports not on credit a deposit of 15 per cent of the value is required to be made at the time the currency is sold, for a period of three months. For goods imported on credit without a payment guarantee, a 15 per cent addition to the previously required deposit of 10 per cent is applicable, making 25 per cent in all, which is repayable at the expiry of the credit term, but not before three months from the date of import.

Certain goods are exempt from the provisions of these regulations – largely basic necessities and supplies for the export industry. A first list of these goods, which is subject to revision, is available for inspection at Export Services Branch.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449 or 450).

IRAQ

Nationalization laws

THE BRITISH Embassy in Beirut have reported that the Iraq authorities have issued Law No. 74 of 1967, thereby amending Law No. 103 of 1964.

Law No. 103 stated that limited liability companies with a capital of ID 70,000 and more must change their status to that of public shareholding companies within a given period of time.

Law No. 74 amends this law and extends from 3 to 4 years the period previously allowed for changing the status of limited liability companies to public shareholding companies.

MALTA

Restrictions on Imports

THE BOARD OF TRADE has heard that the importation of the following items into Malta is, from November 7, 1967, prohibited unless specifically authorized by an import licence issued by the Director of Trade:

(a) edible oil in containers exceeding one litre capacity
(b) baths exceeding 5 feet 6 inches in length.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

ALGERIA

Imports valued at DA 5,000 or less

THE ALGERIAN *Journal Officiel* of October 24, 1967, announced that with effect from November 2, the Algerian postal authorities would be authorized to handle operations in respect of imports up to a total value of DA 5,000 'within the framework of existing legislation and foreign exchange control'.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

SIERRA LEONE

Application for import licences, 1968

IN A NOTICE published in the *Board of Trade Journal* of October 27, page 1071, details were given of Government Notice No. 1132, which invited application from importers for those goods they desire to import into Sierra Leone during the period ending December 1968. This Notice is now amended by the addition of the following item for which a specific import licence is required:

Customs Classification	Items
112-420	Gin (including Schnapps).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

CONGO REPUBLIC (BRAZZAVILLE)

Global quotas 1967/68

ACCORDING TO press reports, it has been announced in Brazzaville, Congo Republic, that the following quotas have been opened for the import of goods for the period July 1, 1967 to May 31, 1968:

Description	Quota values in French francs
Dairy produce	200,000
Ordinary and sparkling wines	2,566,100
Other alcoholic beverages	2,063,050
Miscellaneous food products	9,028,820
Tobacco, manufactured and raw	4,150,000
Mineral products	4,930,000
Metallic ores, fuels and derivatives, iron, cast-iron, steel and non-ferrous metals	1,370,930
Pharmaceuticals	40,000
Chemical products and derivatives	750,000
Printed fabrics	3,350,000
Printing costs for fabrics	250,000
Non-printed fabrics, blankets	800,000
Jute bags and sacks	680,000
Clothing	950,000
Tools and various metal products	859,600
Apparatus of all kinds	2,975,625
Machine-tools and spare parts	735,175
Cars and utility vehicles – less than three tons	3,000,000
more than three tons	750,000
Cycles, motor-cycles and spare parts	363,000
Tractors, wheeled and tracked, and spare parts	1,920,700
Miscellaneous	2,500,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

After a 12-hour haul from the plantation of the Northern Transvaal, an AEC Mandator tractor outfit delivers a 20-ton consignment of bananas to the world's largest banana ripening factory at Wadeville, near Germiston, South Africa. The vehicle is operated by Danie van Graan, of Randfontein, a transport company which holds a contract to cart bananas from the production areas of Mozambique, Transvaal and Natal to the ripening plants at Wadeville and Pretoria. Some 30 trailers, coupled to AEC and other Leyland Motor Corporation prime movers, are employed on the banana runs.

NIGERIA

Capital Gains Tax Decree, 1967

DECREE NO. 44, The Capital Gains Tax Decree, 1967, published in the Federal Republic of Nigeria *Official Gazette* of October 24, introduces a capital gains tax of 20 per cent on all capital profits derived from the sale, lease, transfer, etc., of most assets. The Decree is retrospective, being deemed to have come into operation on April 1, 1967.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference CRE 9221/G.

TANZANIA

Import licensing amendment

IN A NOTICE published in the United Republic of Tanzania *Gazette* of October 13, General Notice No. 1411 (Open General Licence) (published in the *Board of Trade Journal* of August 4, 1967, pages 296-298) has been amended by the addition of the following items to the list of goods for which application to import should be submitted to the State Trading Corporation, PO Box 883, Dar es Salaam, and not to the Office of the Import Controller:

Bed sheets, bedspreads and chosas.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

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THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS:
ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R1740, published in the Republic of South Africa Government *Gazette* of November 3, amends the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
73.15 Alloy steel and high carbon steel:				
73.15.01 Ingots:				
.30 Of stainless steel	lb.	Free		
By the substitution in sub-heading 73.15.01.30 for the rate of duty in Column III of the following:		20%		
73.15.05 Blooms, billets, slabs and sheet bars:				
By the substitution for sub-heading 73.15.05.30 of the following:				
.40 Slabs and sheet bars, of stainless steel	lb.	20%		
.50 Other, of stainless steel	lb.	Free		
73.15.15 Coils for re-rolling:				
.30 Of stainless steel	lb.	3%		Free (U.K.)
By the substitution in sub-heading 73.15.15.30 for the rate of duty in Columns III and V of the following:		20%		17% (U.K.)
73.15.40 Hoop and strip, of a thickness not less than 1·257 mm., not plated, coated or clad:				
.30 Of stainless steel	lb.	3%		Free (U.K.)
By the substitution in sub-heading 73.15.40.30 for the rate of duty in Columns III and V of the following:		20%		17% (U.K.)
73.15.41 Hoop and strip, of a thickness less than 1·257 mm., but exceeding ·386 mm., not plated, coated or clad:				
By the substitution for sub-heading 73.15.41.30 of the following:				
.40 Of stainless steel, of a thickness not less than 0·5 mm.	lb.	20%		17% (U.K.)
.50 Other, of stainless steel	lb.	3%		Free (U.K.)
73.15.57 Universal plates of stainless steel:	lb.	Free		
By the substitution in sub-heading 73.15.57 for the rate of duty in Column III of the following		20%		
73.15.60 Sheets and plates, of stainless steel:				
By the substitution for sub-heading 73.15.60.10, 73.15.60.20, 73.15.60.30 and 73.15.60.40 of the following:				
.05 Of a thickness exceeding 50 mm.	lb.	Free		
.15 Of a thickness exceeding 4·75 mm. but not exceeding 50 mm.	lb.	20%		
.20 Of a thickness not exceeding 4·75 mm., but not less than 3 mm.	lb.	20%		
.30 Of a thickness less than 3 mm. but not less than 1·257 mm.	lb.	20%		17% (U.K.)
.35 Of a thickness less than 1·257 mm. but not less than .5 mm.	lb.	20%		17% (U.K.)
.45 Of a thickness less than ·5 mm. but exceeding ·386 mm.	lb.	3%		Free (U.K.)

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

THE PHILIPPINES

Regulations of the Central Bank

DETAILS OF four circulars issued by the Central Bank of the Philippines were given in the *Board of Trade Journals* dated July 21, 1967, August 4, 1967 and November 3, 1967.

The Central Bank has issued further amendments to the above circulars, details of which are given below.

Circular No. 250

Pursuant to the provisions of Section 81 of Republic Act No. 265, all authorized agent banks are required to provide full cover for their foreign exchange liabilities. Such cover shall be composed of at least 25 per cent of actual foreign exchange assets, and the balance may be held in domestic assets in the form of treasury bills and notes; provided, however, that these liablities should not exceed the value of every bank's actual foreign exchange asset holdings as of October 26, 1967.

Agent banks who at any time fail to maintain the necessary cover for these liabilities shall not sell foreign exchange nor incur liabilities, whether real or contingent, in foreign exchange until otherwise expressly authorized in writing by the Central Bank.

This revokes Circular No. 240 dated June 23, 1967, except with reference to the sanctions applicable to banks which failed to comply with its provisions as of October 26, 1967.

This circular shall take effect on October 27, 1967.

Circular No. 251

Pursuant to Monetary Board Resolution No. 2050 dated October 26, 1967, Circular No. 241 dated June 23, 1967 is hereby amended to read:

1. The basic rediscount ceiling of domestic commercial banks shall be 125 per cent of their paid-up capital plus 90 per cent of their other net worth items (net worth less paid-up capital) as of June 30, 1967; provided, however, that at least 50 per cent of the ceiling shall be used for financing exports or export crops. Rice and corn financing shall not be subject to any ceiling.
2. This Circular shall take effect immediately.

Circular No. 252

Pursuant to Resolution No. 2051 of the Monetary Board adopted at its meeting held on October 26, 1967, Circular No. 243 dated June 23, 1967 is hereby amended to read as follows:

'All imports involving more than $100.00 must be covered by letter of credit; Provided, however, that commodities which are exempted from the cash margin deposit requirements provided in the Gentlemen's Agreement executed by and among the members of the Bankers Association of the Philippines dated June 26, 1967, may be financed by means of documents against payments (D/P) or documents against acceptances (D/A) for a period not exceeding one hundred eighty (180) days in the case of producers or not exceeding ninety (90) days in the case of importers. Furthermore, imports of raw materials required by local industries also exempted from the cash margin deposits may be financed under an open account arrangement payable by D/D, M/T or T/T within one hundred eighty (180) days after the issuance of the release certificate by the Authorised Agent Bank concerned.'

Authorized Agent Banks are hereby authorized to sell foreign exchange for the payment of obligations arising from the above-mentioned arrangements but their monthly sales of foreign exchange for this purpose should not exceed their average monthly sales for the fiscal year ended June 30, 1967.

This Circular shall take effect immediately. All other circulars, memoranda or regulations inconsistent herewith are hereby modified or revoked accordingly.

Circular No. 253

Pursuant to Monetary Board Resolution No. 2052 dated October 26, 1967, Circular No. 244* dated June 23, 1967 is hereby amended to read as follows:

'SECTION 1. Reserves Against Deposit Liabilities.

(a) *Reserve against deposits in local currency of commercial banks.*

(1) *Demand Deposits* – The required reserves shall be fifteen per cent (15 per cent) of the total amount of such deposit liabilities of the banks; and

(2) *Savings Deposits and Time Deposits* – The required reserves shall be ten per cent (10 per cent) of the total amount of such deposit liabilities of the banks.

Thirty (30) days after the effectivity of this Circular, the above reserve requirements on demand deposits shall be raised by one per cent (1 per cent) to reach, sixteen per cent (16 per cent), and those against savings and time deposits shall be raised at the rate of two per cent (2 per cent) every thirty days until the reserve requirements against savings and time deposits shall have also reached sixteen per cent (16 per cent).

At least fifty per cent (50 per cent) of the required reserves shall be held in the form of deposit balances with the Central Bank of the Philippines. The remaining portion of the reserve may be held in the form of evidences of indebtedness or obligations of the Republic of the Philippines or obligations the servicing and repayment of which are fully guaranteed by the Republic of the Philippines, and which evidences of indebtedness or obligations are supported by the Central Bank of the Philippines and/or cash in vault.

This Circular shall take effect on October 31, 1967.

*Circularised as MCC Circular No. 186 dated June 30, 1967.

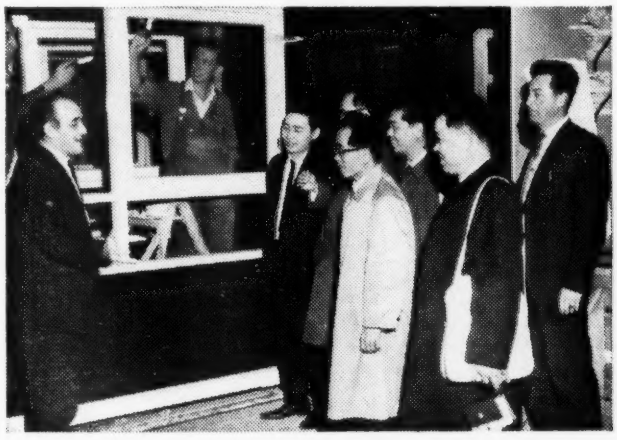
Any inquiries arising out of this notice should be ddressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747).

REPUBLIC OF KOREA

Liberalization measures

A NOTICE APPEARED in the *Board of Trade Journal* on September 1, 1967, about the new import liberalization measures in the Republic of Korea.

A list of the banned and restricted items is now available from the Board of Trade, Tariff Section, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).



Mr. I. Shiraishi, director of the Japan Wooden Prefabricated House and Parts Association, accompanied by a party of technicians and managers, recently arrived in Britain for a two-week study of the production, organization and marketing of Terrapin unit building systems. The Japanese company, which has an agreement to manufacture and market Terrapin buildings in Japan, is due to commence full-scale operations very shortly. Shown in the picture is the group of technicians studying work in progress in the Panel Assembly Shop at Terrapin's Bletchley factory, under the guidance of the works manager, Mr. Dennis Brice (left) and Mr. Clive Atkins, assistant works manager.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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AUSTRALIA

Tariff Board inquiry (1)

THE Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **caseboard and panelboard** (tariff items 48.01.990 and 48.07.990).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
48.01	Paper and paperboard (including cellulose wadding), machine made, in rolls or sheets:		
48.01.9	Other:		
*48.01.910	Having a substance not exceeding 22 grammes per square metre . .	$56 per ton	$52 per ton
*48.01.920	Having a substance exceeding 22 grammes per square metre and not exceeding 205 grammes per square metre . .	40%, or if lower, $65·33 per ton	40%, less $4 per ton; or, if lower, $56·33 per ton
48.01.990	Other	40% or, if lower, $65·33 per ton	40% less $10 per ton; or, if lower, $55·33 per ton
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface decorated or printed (not being simply ruled, lined or squared and not constituting printed matter falling within an item in Chapter 49), in rolls or sheets:		
48.07.9	Other:		
*48.07.91	Coated otherwise than with wax, whether or not also impregnated, surface-coloured or surface-decorated, not being paperboard that has been printed or impregnated with tar, asphalt, pitch, bitumen and the like:		
*48.07.911	Having a value exceeding $217.77 per ton	30%	30% less $10 per ton
*48.07.919	Other	40% or, if lower, $65.33 per ton	40% less $10 per ton; or if lower, $55.33 per ton
8.07.92	Coated, whether or not also impregnated, surface-coloured, surface-decorated or printed being paperboard not falling within paragraph 48.07.91:		
*48.07.921	Having a value exceeding $217·77 per ton	30%	30% less $10 per ton
*48.07.929	Other	40%, or if lower, $65·33 per ton	40%, less $10 per ton; or, if lower, $55·33 per ton
*48.07.930	Paperboard not falling within paragraph 48.07.91 or 48.07.92 not being paperboard that has been printed or impregnated with tar, asphalt, bitumen and the like	40%, or if lower, $65.33 per ton	40%, less $10 per ton; or, if lower $55·33 per ton
48.07.990	Other.	40% or if lower, $65.33 per ton	40% less $10 per ton; or, if lower, $55·33 per ton

* Given for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 8.**

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2255/67.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **transmission, conveyor or elevator belts or belting and woven cotton fabrics over 15 ounces**

per square yard: tariff items:

39.01	55.09.9
39.02	59.16
39.07	or forming part of goods falling within 84.22.500
40.10	
42.04.100	
43.02.900	
43.03.000	

This reference is of Departmental origin.

Details of the tariff items mentioned above are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 6.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2292/67.

UNITED STATES

Motor vehicle safety standards

THE UNITED STATES National Highway Safety Bureau has now announced its requirements under Section 114 of the United States National Traffic and Motor Vehicle Safety Acts of 1966. This section, effective for motor vehicles and equipment manufactured on or after January 1, 1967, requires all manufacturers and distributors of motor vehicles and equipment to furnish certification that their products conform to all the applicable Federal Motor Vehicle Safety Standards.

To comply with the provisions of Section 114, manufacturers and distributors must attach a permanent English language certification label or tag, in a place where it can be easily read, to each applicable motor vehicle item of equipment, or to the outside of the container in which the item of equipment is delivered.

The National Highway Safety Bureau has requested that all motor vehicle manufacturers and distributors, as applicable, should submit the following information to the Director, National Highway Safety Bureau, Federal Highway Administration, United States Department of Transportation, Washington D.C. 20591 before January 1, 1968:

(1) The location on the vehicle at which the certification label or tag will be placed
(2) A sample certification label or tag
(3) The means by which the certification label or tag will be attached, e.g. weld, rivet, screw, adhesive
(4) A description of the serial number system by which vehicles manufactured on or after January 1, 1968, can be identified.

Inquiries about this notice should be addressed to the Commercial Relations and Export Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

(*Continued on next page*)

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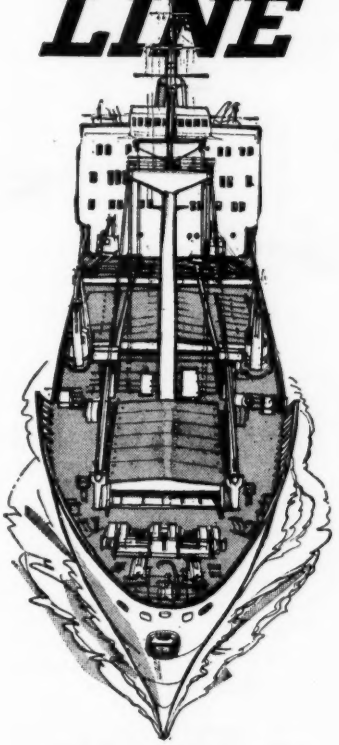

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UNITED STATES, *continued*

Initial motor vehicle safety standards

THE *Board of Trade Journal* of July 28, 1967, gave notice of additional standards proposed for new pneumatic tyres (Standard 109) and tyre selection and rims (Standard 110).

The Department of Transportation, Federal Highway Administration, has now issued the two new standards which apply to all types and sizes of new passenger car tyres, including both radial and conventional bias ply tyres.

Standard 109

The provisions of this standard apply to all new tyres manufactured on and after January 1, 1968, for use on passenger cars manufactured after 1948. The standard specifies tyre dimensions and laboratory test requirements for resistance to bead unseating, carcass strength, endurance and high-speed performance; it specifies tyre load ratings and various labelling requirements. The standard also requires all tyres to be fitted with a tread wear indicator.

The effective date of Standard 109 is January 1, 1968, with the exception of the requirements for a permanent label and a tread wear indicator which become effective August 1, 1968.

Standard 110

This standard specifies requirements for original tyre and rim selection equipment to prevent tyre overloading. This standard becomes effective April 1, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

JAMAICA

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared approved products for the purposes of the Jamaican Industries Encouragement Law, 1956.

Electronic apparatus (other than radio receiving sets) and electronic components.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 6, 1967, page 868.

The Jamaican Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law.

Coin-operated gaming machines and other gaming machines, devices and equipment.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

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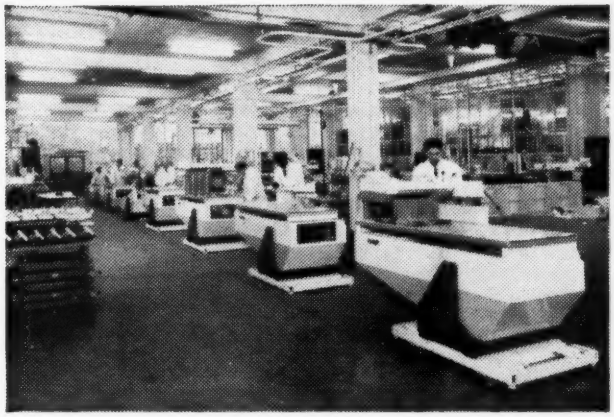
B. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Currently exporting to 100 countries, English Electric's Fusegear Division, Liverpool, has received two bulk orders for fuses worth several thousand pounds from International Telephone and Telegraph Corporation of America. The fuses are designed to American NEMA standard. Pictured here at the company's Liverpool factory during a European visit to look at fusegear manufacture are (from left to right): Mr. Dean Kirk, of Owen Electric Supply Co., Michigan; Mr. E. J. Sims, manager of Fusegear Division; Mr. E. A. Asbury, of the Frankelite Co., Cleveland, Ohio; and Mr. E. Utz, president of ITT's Wire and Cable Division. Mr. Utz was accompanied by 12 members of the ITT Distributor Council and saw a range of fuses for export at Liverpool, including a design to protect semi-conductors which won the Queen's Award to Industry this year.



Over 75 per cent of the United Kingdom export market for X-ray equipment is claimed to have been captured by Watson & Sons (Electro-Medical) Ltd.– a subsidiary of the giant GEC. New assembly lines have been installed to speed production of over 30 types of diagnostic X-ray equipment. Improved production and materials-flow techniques recently introduced have already resulted in increased output from their Wembley factory. The picture shows batch production of the Watson Carlton Diagnostic X-ray Table, of which two out of every three are sent abroad. By a general reorganization at Wembley, Watsons are now geared to meet increasing and varied demands from hospitals and radiologists, both at home and overseas.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Aircraft noise at Heathrow Airport (Q)	20 Oct. 1967
Mileage and traffic (M)	3 Nov. 1967
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
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By industry (Q)	13 Oct. 1967
Distributive and service trades (A)	30 Dec. 1966
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Chemical industries production (6-M)	17 Nov. 1967
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N. Ireland (M)	3 Nov. 1967
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	18 Aug. 1967
Board of Trade regional organization	17 Nov. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	1 Sept. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. 01-248 3718).

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Orders for reprints should be addressed to the Director of Publications (P.I), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct London E.C.1

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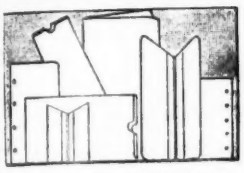

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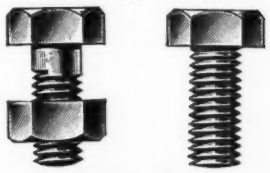

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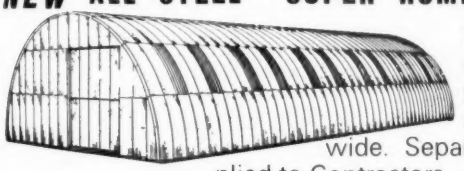

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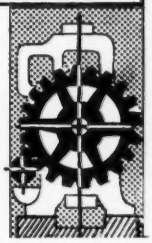

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